

MARCH 1919

THE

ROTARY

VOL. X No. 2

125 CHURCH ST
ANN ARBOR MICH
BISHOP WM W



ORCHARD AT FOOT OF UTAH'S HIGHEST PEAK, MOUNT TIMPANOOGOS,
SALT LAKE, THE 1919 ROTARY CONVENTION CITY.

Rotary is Fourteen
Years Old This Month



Born 23 February 1905
in Chicago, Ill., U. S. A.



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The New York Rotary Club headquarters on the 22nd floor is a great convenience to visiting Rotarians.



HOTEL M^CALPIN

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Rotarian L. M. Boomer Managing Director

Bill O'Laden, Traffic Expert

On "How to Take the ILLS Out Ov Freight Bills"

THOSE ov ye who kape up with the doin's of th' day, an' the' doins ov some people a doin' some other people, may hav' read me litchuary articles in th' mag'zines on "Methods Which Tind Both To Th' Advancemint Ov Human Kind An' Freight." P'rhaps howiver ye did not—more loss to ye—but Frank Jinnings did, and what does th' la-ad do but wire C. M., me Boss, "Rotarians callin' f'r Bill O'Laden."

"Bill," says th' Boss, "do ye know about th' Rotery Club Idgee?" "Sure," sez I, "me auld woman was tellin' me about it th' night; 'Bill,' sez she, 'I know ye'll get me a Rotery Washin' Machine on the Club Plan, an'—'" "You're way off," sez the Boss. "Like me auld woman," sez I, "I don't get ye, any more than the auld woman got her washin' machine."

"Listen," sez he, "Th' Rotery Club Idgee is Service." "Thin," sez I, "if that's their idgee, th' sooner they'll start shippin' their Household Goods, Machinery, Automobiles, an' all other co'modities f'r export, by th' Trans-Continental Freight Company Consolidated Car Service, th' sooner will they realize that idgee, an' th' more th' savin' on their shippin' expinse."

"Th' Rotery is a club," says the Boss. "Oh, 'tis," sez I, "well, ye can tell 'em from me, Bill O'Laden, with for-ry year experience on the business end of a thruck, that ye need a club to dhrive a shipper away from th' T-C. F. Co. way ov consolidated car shippin', once he's had a taste ov th' savin' in time, thrubble an' tin (tin is money, sure ye know that) assured by the Trans-Continental Freight Co. freight forwardin' methods."

"Ye write Frank that," sez he, "an' perhaps he will put it in Th' Rotarian," "He will," sez I, "if it's service th' Rotarians want. What's more if they want to take the ills out ov their freight bills, Frank better tell 'em to ship their freight th' T-C. F. Co. way. 'Service,'" sez I, "th' best way to get service is to instruct the Trans-Continental Freight Co. to forward their freight." "Sure, tell 'em to 'phone or write, an' to wanse."

That idea of Bill's to write or phone us when you have freight to ship, is a good one. Another good plan is to write for our book on Quick Time, Low Cost Shipping Methods.

Trans-Continental Freight Company

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I.C. Van Denscater



THE ROTARIAN

February, 1919
Vol. XIV, No. 2

Rotary and Its Magazine

THE ROTARIAN is published by the Board of Directors of the International Association of Rotary Clubs, on the first day of each month. THE ROTARIAN was entered as second class matter December 16, 1918, at the Post Office at Chicago, Illinois, under the act of March 3, 1879.

Chesley R. Perry, **Philip R. Kellar,** **Frank R. Jennings,**
Editor & Business Mngr. *Managing Editor.* *Advertising Manager.*

910 Michigan Avenue, Chicago, Illinois, U. S. A.

Eastern Advertising Representative: W. W. Constantine, 31 E. 17th St., New York.

Terms of subscription: 15 cents the copy; \$1.50 the year in the United States and Cuba; \$1.75 in Canada; \$2.00 in other countries.

Advertising rates will be sent upon application.

THE ROTARIAN publishes authorized notices and articles regarding the activities of the Association, its board of directors, conventions, committees, etc. In other respects it is a magazine for business men, and the directors of the Association do not assume responsibility for the opinions expressed by the authors of the different articles unless such responsibility is explicitly assumed. Articles not specifically copyrighted may be reprinted if proper credit is given.

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International Association of Rotary Clubs

Is an organization of the Rotary clubs in over 400 of the principal cities of the United States, Canada, Great Britain and Ireland, Cuba, Porto Rico, Hawaii, China and Uruguay, with headquarters at 910 Michigan Avenue, Chicago, Illinois. The name is sometimes abbreviated to I. A. of R. C.

Objects of the I. A. of R. C.

First: To encourage, promote and supervise the organization of Rotary Clubs in all commercial centers thruout the world.

Second: To co-ordinate, standardize and generally direct the work and activities, other than local activities, of all affiliated Rotary Clubs.

Third: To encourage and foster, thru its own activities and thru the medium of affiliating Rotary Clubs:

- (a) High ethical standards in business and professions.
- (b) The ideal of *service* as the basis of all worthy enterprise.
- (c) The active interest of every Rotarian in the civic, commercial, social and moral welfare of his community.
- (d) The development of a board of acquaintanceship as an opportunity for service as well as an aid to success.
- (e) The interchange of ideas and of business methods as a means of increasing the efficiency and usefulness of Rotarians.
- (f) The recognition of the worthiness of all legitimate occupations and the dignifying of the occupation of each Rotarian as affording him an opportunity to serve society.

Fourth: To create, adopt and preserve an emblem, badge, or other insignia of International Rotary for the exclusive use and benefit of all Rotarians.

Excerpts from Audit Bureau of Circulations Auditor's Report

Name of Publication, THE ROTARIAN.
Town, Chicago; State, Illinois.

For the six months period ending June 30, 1918

Mail Subscribers (Individual) ..	85,258	Net Sales through Newsdealers..None
TOTAL NET PAID.....	85,258	Total Unpaid
TOTAL DISTRIBUTION.....		1,696

A complete analysis, including all essential facts pertaining to the above circulation, is embodied in the detailed Audit Report issued by the Audit Bureau of Circulation. Copies may be had on application to the office of the above publication.

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THE advertising pages of THE ROTARIAN are open only to advertisers of acknowledged standing and respectability. Advertisements will not be accepted from those who are engaged in doubtful or irregular enterprises or whose records give evidence even of a disposition to disregard correct business methods or recognized standards of commercial or professional honor.

42,000 Copies of this Issue were printed

1905 to 1919

ON the evening of February twenty-third, 1905, four men gathered in a lawyer's office in the city of Chicago to discuss a plan one of them had conceived which he thought would offset to some extent the coldness and lack of friendship which seemed to prevail in the business world.

That man was Paul P. Harris, a practicing attorney in the city of Chicago. The other three men who met with him that night represented three lines of business and professions distinct from his own. They were Sylvester Schiele, coal dealer; H. E. Shorey, a merchant tailor, and Gus H. Loehr, a mining operator.

Paul Harris believed that the bitterness and strife engendered by modern competition strangled that friendship which should be a part of business relationship, and that it ought to be possible for men to do business without this bitterness and strife. He believed that to eliminate such wrong conditions it was necessary to reintroduce friendship into business relationships.

Harris thought that his idea would be more easily tested if a number of men representing different lines of business and professions should be brought together for the purpose of forming friendships and increasing the knowledge of each regarding the affairs of the business world not directly in contact with his own immediate business or profession. He believed that an inevitable result of this friendship would be a desire upon the part of each to be of service to the others; and that it would naturally follow that members of such a gathering would become broader minded and bigger visioned and more successful and capable in business and better citizens.

The four men discuss these matters in an informal way and decided to organize a club to promote such friendship, and so was born the first Rotary club.

From that little informal gathering of four men trying to find some way by which friendship could be reintroduced into the industrial world, has grown the great organization which is known as the International Association of Rotary Clubs.

There are more than four hundred clubs in this association, and while most of them are located in the United States—the country of the birth of Rotary—there are flourishing clubs in Canada, England, Scotland, Ireland, Wales, Cuba, Porto Rico, Hawaiian Islands, Uruguay, China.

Those who have watched the progress of Rotary and have attempted to explain the cause of its almost miraculous growth have come to the conclusion that the reason for its success is because it is based upon a universal principle of truth; and that in the effort of Rotarians to conform their lives to this principle they have not been bound or limited by too many

human rules, regulations, and theories, but that each man has had the freedom to develop his own character according to his best concept of the principle.

The result necessarily has been that every active Rotarian has found himself day by day gaining an enlarged understanding of the principle and with this enlarged understanding has come an impulse to make a greater effort to live up to the higher standards in his own consciousness.

This universal principle has been called by many names by different Rotarians. The substance of it is friendliness, based on the conviction that men should be friends and not enemies; that they should co-operate and not fight; that they will gain more happiness by doing good than by doing evil.

This is exprest epigrammatically in the final clause of the Rotary platform, "He Profits Most Who Serves Best," which was the natural outgrowth of the Rotary slogan of "Service Not Self." The effort by Rotarians to render service in the spirit of friendliness rather than with the idea of benefiting self soon taught them that such effort inevitably would result in profit. Some Rotarians have added to the motto, "He Serves Best Who Serves All the Time."

During the past four years Rotarians have been given the opportunity to exemplify their principles of unselfish service and they have proved conclusively that their motto is not of the lips but of the heart. Their enthusiasm for Rotary is based upon proofs that the Rotary principle is practical; it is not an enthusiasm for an untried ideal.

The service of Rotary in behalf of the world during the last four years has been possible because of the training in service to which Rotarians submitted themselves during the previous ten years. Training of the last four years will fit Rotarians for even greater service in the years to come; and there are those who have a vision of a coming era in which the spirit of Rotary will be carried to every country and will impregnate the business and industrial ideals of those countries until the time comes when war will be permanently eliminated because international friendship will become an established fact, founded upon the good will of the individuals of each nation towards each other and towards the people of other lands.

Some one has said that Rotary is an expression of the best in the individual man and an effort to wholly live up to that expression. The work of Rotary is to educate its members so that this expression of the best will continually grow better. When such a program is in operation throughout the world it is inevitable that the world will profit by it.

Rotary has lived much during the fourteen years of its brief life and it has done much, but the work of Rotary has just started.—*Philip R. Kellar.*

THE ROTARIAN

Title Registered U.S. Patent Office

The Magazine of Service

Vol. XIV

FEBRUARY, 1919

No. 2

International Business Ideals

By J. R. Perkins

WE can no longer think in terms of a precinct nor of a province; no longer even in terms of a state nor a nation.

The change has been as complete as it has been sudden. Yesterday, for example, there were few world travelers, few cosmopolitans. The very few knew anything of the world commerce and of world politics and of world industry.

Then with terrible swiftness came the cold and bitter experiences of a world war. The changes made thereby are far reaching, profound and permanent. From the mountains of Tennessee, from the cane fields of Arkansas, from the black mesa of Arizona, from the pines of Oregon and from the prairies of Iowa, from the timber of Michigan, from the rugged hills of Vermont, two million young men were thrust suddenly into movements of world significance.

They have gone to every part of the habitable. Today they touch elbows with the Turkish prisoners in the old Holy Lands; they tent with the soldiers of Emanuel who have come from the shadows of the Vatican; they fight and they play with the French on the fields of France and partake of the French temperament and of the French spirit; they struggle across the field of Flanders with the English Tommies and are decorated by an English king; they live and converse intimately with Czecho-Slovak, with Bolsheviks and even learn from the swarthy soldiers of the Orient that fight with them in Siberia.

Now, Bill Jones, who ordinarily would not have gone farther East than Peoria, Illinois, nor farther West than Omaha all the days of his life, has become a citizen of the world.

Preparation for Peace

The vast storehouse of the world's thinking opened to him in a day and from it issued the babel of many voices. Would it be a strange thing, on his return to the United States, if he has changed so that we scarcely recognize him?

He will speak a new language, that is his phraseology will be new. The old social, religious political, commercial and educational shibboleths which have been our stock in trade for more than a half century, he will ignore. And he—Bill Jones—will be multiplied by two million. They will be the men who made the world safe for Democracy and they will speak and they will have the right to speak.

For a long time we have discussed preparedness for war and, finally, after an agonizing struggle we became prepared. But the preparation for



J. R. Perkins

peace—peace after this mighty struggle—will be even more difficult than the preparation for war, because we can not return any more than others will be able to return, to the old ways of our fathers.

Whether we will it or not—life has had a new birth. Many things are involved in this preparation for peace, things political, things religious, things educational and social. But there is just one factor with which the author is concerned at this moment—the business preparation. The phrase is inadequate, the term itself is not musical, and the subject is not enlivened by the color and the spirit that attend the treatment of other themes.

A Vital Need

But absolutely vital, not only in the welfare of the nation, but in the reconstruction of the life itself is an international business and commercial code. And as Rotarians, for the past four years, have attempted to guide the business life by such code, it will be entirely fitting, in view of the gleam of the new day at hand, to make this occasion the opportunity to emphasize the world's need of an international business and commercial code.

Permit me to say first of all that I do not assert that the international code of commercial ethics of Rotary Clubs is the code for the world's business basis. Perhaps an examination of that code would reveal its own provincialisms, tho I do commend its study, clause by clause, to

every business and professional man. But what I wish to emphasize as being fundamental to the business life of tomorrow is a code of trade ethics as easily practiced in Paris as in Washington; in Berlin as in London, in Rome as in Petrograd, and in Tokio as in Vienna.

Indeed, I wish to make the statement seemingly more rhetoric, but I give it after due deliberation. It is this: I believe that if such a code of commercial and business relations had been extant in these cities, which are our representative of the varied life of our set civilization itself, the terrible thing happening in Europe would not have come to pass. And I say this for one reason—all wars in their origin are economic.

Economic Causes of War

The war lords of any nation with power to launch a war, feeling economically restrained, believing their international development is no longer possible without an expansion of their ideas and a conquest of other people's, strike.

When a great war is once in progress there are a thousand excuses for its continuance and a thousand excuses as to why it began.

But any close analysis will reveal that economic tension in the nation that launched the conflict was the situation that called forth the struggle.

In my own thinking at least it is plain that if the nations of the earth could agree upon a code of commercial and business ethics, there would be removed at one fell stroke the prime factor in the beginning of any war.

I am not blind to the fact that there are many cross currents in this stream. There is the religious element and the racial element and the historical element. But for purposes of this discussion I shall insist that the economic shapes all the social and religious. Our institutions take on certain forms because of the economic structure underlying them; the economic structure is not shaped by our institutions. Therefore, we return to the simple proposition—that with an international code of commercial and business ethics war is reducible to the minimum.

Is such a code probable? I think so. I think more than that. I think that such a code is imperative. Who shall formulate that code? What Moses will lead us out of the wilderness of the economic and social situation in which we find ourselves and what Joshua will give battle against the older conception that will yet seek to enslave

us? I assert that the power is resident in the business men of every nation.

Business is Sacred

Business is a sacred thing, for it has to do with clothes that warm the body, and food that feeds the body, with the shelters of the body and therefore produces the happiness and contentment necessary to life itself.

I think prosperity is more conducive to art than is poverty. I believe that the highest form of our art and literature will come out of the well being of our people and not out of their degradation.

There are a great many commercial and business codes. You can scarcely take up a business periodical without noting them. What we need to do is to take up the salient factors of each and mold them into a brief but comprehensive statement of the rights and duties of business.

The world is not safe for democracy until we practice business in one nation as ethically as we practice it in another and until we are agreed as to right and wrong.

To agree as to what is right and what is wrong is fundamental both to industry and to business, and we need a common standard of commercial conduct. This common standard of commercial conduct will not permit the business men of one state to do what the business men of another state could not do; and far wider in its application it will not permit the business of one nation to be ethically and morally different from another nation.

In other words, there is a basis of morality in business life which the world itself must reach. So, I repeat, we must agree as to what is right and what is wrong in our commercial, industrial and business relations.

The Rotary Code

Only because of my close acquaintance with the Rotary Code of commercial ethics will I at this time turn my attention to portray its preachers and its aims. There are other organizations with very great and very comprehensive codes, but for the purposes of this discussion let us turn our attention to the Rotary Code of Ethics for business men of all lines and see if it harmonizes with the international ideal that surely must come to dominate commercial and business life.

I might say it does not make any difference who propagated the idea, whether it is English, French or otherwise. The test of an idea is not whether it be orthodox or conservative, but whether it be constructive or a thing of utility. I think the preamble to the Rotary Code of Ethics contains an incontrovertible thought. Its first statement is something that we instinctively recognize as being a great thought and one vital to the new system at hand.

It says that a man's business standards shall have in them a note of sympathy for the common humanity. The social order of this world, the old snarl of superficial competition, could use no such ideal as this; but the new business world shall sound that note.

In other words here pledges the Rotarian that in every position in business life his chief thought

shall be to fill that responsibility so that when ended he shall have left the level of human ideals a little higher than when he found them.

If this be true then it follows that there are certain principles fundamental when a man comes to view his business as an instrument for human service.

Opportunity for Service

One principal fundamental in this code of ethics is a man's interpretation of his vocation as an opportunity. As an opportunity for what? For his personal aggrandizement? For the enrichment of himself, his family and his class? Not so. The opportunity of his vocation affords him distinct opportunity to serve society. Attendant upon such service as a very natural sequence is profit accruing to the man that serves. It is best stated in the motto of international Rotary—"HE PROFITS MOST WHO SERVES BEST," but service and not profit must be first.

Fundamental in this code is a man's interpretation of his personal success. He desires that this success be not at the cost of justice and morality. He realizes that he is a just man and is ambitious to succeed, but his first interpretation of his own business is that he is an ethical man and he wishes no success that is not predicated on the highest justice and morality.

He comes to interpret his business in terms of profit only on the condition that all parties are benefited by whatever business transaction he may make. Here is something absolutely revolutionary in business ethics, but society can not hold together without the practice of just such principle.

Competitive Service

He thinks of his business as competition, but as the new competition. What is the new competition? It is competitive service. He desires to give a perfect service equal to any competitor but when in doubt he will give added service beyond the strict measure of debt or an obligation. The beloved and prosperous and happy community can only be built here. Anything less will mean strife. He seeks in his community to outdo a competitor in good works.

He interprets his friendship in terms of assets and he believes that it is ethical and proper to lean on his friends in the business relation, but he holds that true friends demand nothing of one another and that any abuse of this friendship is foreign to the spirit of ethics and inimical to sound and happy business.

Very fundamental in his code in this—he thinks no personal success legitimate which is secured by taking unfair advantage of opportunities in the social order that are denied others, nor will he take advantage of opportunities to achieve success that others will not take because of the questionable morality involved. Here I believe is the statement of two things fundamental in the social order.

For in the older forms of society, before the dawn of a newer and higher social consciousness, there were individuals and there were families that would have opportunities even in democratic America denied other individuals and other fam-

ilies. And upon the other hand we aver evidence of individuals who seize any opportunity to achieve success regardless of the questionable morality involved, and many a man perhaps has failed in business because he refuses to seize such opportunities because of the fact of the questionable morality involved.

Faith in Life's Unity

When a man comes to interpret his business life in terms of the broadest possible good he really erases the old commercial individualism of yesterday and includes the spirit of the Golden Rule. It makes no difference to him whether a man is of his own race or of another race. He believes in the unity of life, for a study of the universe itself convinces him that there is no destructive competition in the universe, but the highest cooperation in which the planets and bodies work according to one great purpose.

He believes that life best evolves and society best holds together when equal opportunity is afforded all men in the natural resources of the planet. And so he brings his own business and the sum total of all of his social relations in harmony with other good men. He never asserts that human rights are confined to his church, to his club, to his party, nor to his class. He acts on the principle that human rights are as deep and as broad as the race itself, and on this high plane he operates.

The author is just as well aware as those who read that a certain sort of idealism pervades our work, and he is well aware that such statements may be open to the charge of the impracticable and of the impossible. But when we stop to ask ourselves seriously the reasons for the upheaval and the revolution, the tragedy and the death, the doubt and the uncertainty in this world, we should be guilty of no dreamer's dream and of no singer's song unless such a song and such a dream tend to lift up and lure us toward a higher goal for the human race.

The Door of a New Era

If we would avoid a repetition in twenty-five years of the horrors of today, we must run our dreams into the mould of realities; we must cast off the chill of the old dead efforts, and stand resplendent in the sunlight of a wonderful tomorrow.

In a word, we stand at the threshold of a new era. Wide is the door. Will we pass or will we stand with halting feet on the threshold, not having the courage to enter?

Our own decision will determine whether the blood that has been shed on European battlefields by our own sons shall become that force which purges or merely a stain which blots the more.

Note: The foregoing was an address delivered at a joint meeting of the Rotary Clubs of Burlington, Iowa, and Monmouth and Galesburg, Illinois, at Burlington, in December, 1918. The author, J. R. Perkins, is the warden of the state penitentiary at Fort Madison, Iowa; former active and now an honorary member of the Rotary Club of Sioux City, Iowa, and one of the authors of the Rotary Code of Ethics.



Bringing in the Money

Some Observations on How U. S. Liberty Bonds Have Been Sold

By Emerson Gause

THE complete story of how Rotary helped sell United States Liberty Bonds in the First, Second, Third, and Fourth Loans would be long and intensely interesting. It is not the purpose to tell it here. Besides the story could not be given a suitable ending, since the work is not finished. The fifth or Victory Liberty Loan is near. When this campaign is over and the last dollar is in, Uncle Sam finds that further financing thru selling bonds will not be necessary, can Rotary and the other organizations which have played an important part in this respect write "Finis" to the last chapter.

Briefly in this article are described some of the plans used in different communities for selling bonds. They may not necessarily be the plans which proved most popular. Every plan proved popular.

The men comprising the local, county, and state Liberty Loan committees were, for the most part, men who knew how to make their plan popular with the public, and they were men, also, who knew how to enlist the active co-operation of their co-workers to the greatest degree.

The combination of tireless work on the part of the Liberty Loan executive committee chairmen, officials, and workers, and the whole-hearted response of a patriotic people carried the First Loan and each succeeding loan "over the top" in almost every community.

Many Unique Plans

It was evident from the opening gun fired in the First Loan that many unique plans were being adopted by different cities. Reports were received from time to time from Rotary clubs which, desiring to serve other cities, sent in exhaustive reports of the plans which had so successfully put the loan across in their cities. These reports were utilized in sending out suggestions to those officials who made inquiries to ascertain what plans had proved most successful in other communities.

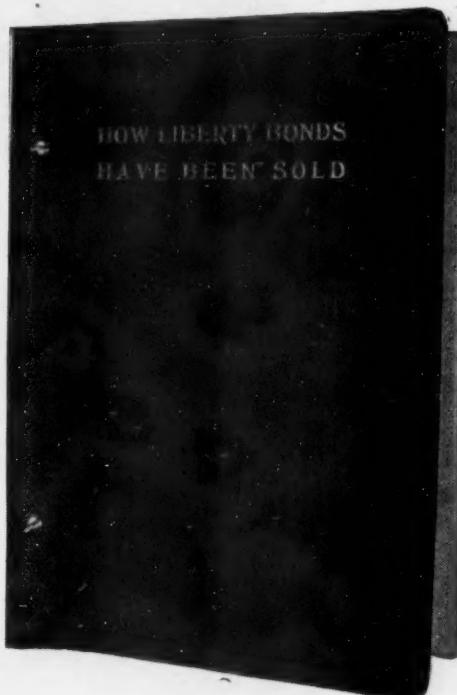
Finally the Board of Directors of the International Association of Rotary Clubs decided that the Headquarters office should prepare a book containing the different plans and present it to the Secretary of the Treasury on behalf of the Rotary clubs of the United States.

After making a survey of the Rotary clubs, the book was prepared as a part of the war-service work of Rotary's Headquarters and presented to Secretary McAdoo at the December (1918) meeting of the Directors in Washington. The book was handsomely bound in leather and contained a detailed outline of a large number of plans. There were exhibits of photographs and charts showing the plan of organization of different groups of workers, as well as a considerable number of printed forms, envelopes and folders, used in different drives.

Secretary McAdoo indicated his appreciation of the valuable data contained in the book and

in the course of his statement express his personal opinion of Rotarians as follows:

"You know, your very name implies activity. That is what I like about Rotarians—you do things. I never have asked a Rotarian to do anything that did not instantly meet with response. The way you do things and the speed you put into it has always shown me the wisdom of putting constructive things up to you if we want action of the right kind at once."



Handsome leather-bound book describing different plans used to sell U. S. Liberty Bonds, prepared from information supplied by the Rotary clubs, and presented by the International Association of Rotary Clubs to William G. McAdoo, Secretary of the U. S. Treasury. One of the pages of the table of contents is reproduced on the right.

Secretary McAdoo expressed the wish that he might take the book with him when he retires to private life as one of the interesting mementos of the great war, after the data contained in the book has been utilized in connection with the coming Victory Liberty Loan.

Super-Publicity

Preceding the opening of the Fourth Liberty Loan, thousands of Liberty Loan parades were held in cities and towns all over the country. In one small city in Wisconsin during one of these preliminary celebrations a whippet "tank" which held a prominent place in the line of march became unmanageable. It crashed thru the front of a theater, smashed up a six-hundred-dollar motion-picture apparatus, and seriously injured the operator.

Altho an unfortunate accident, the newspapers featured the capers of the tank, with the result

that it instantly became famous and the local committee planned to make it the "star" publicity feature of the local drive. The committee christened the tank "Liberty Liz" and its sides were plastered with large posters, announcing the amounts which different wards were short of their quotas. It would then be sent to these districts, and with flags flying and guns booming every man and woman would wake up to the fact that their wards were "short."

"Get the shortage off Liberty Liz," became the slogan of each ward's campaign and as one would reach its quota the tank would crawl its way to the winning locality and become the center of a jubilee. Then requests began to come in to the local committee from adjoining counties for the loan of the tank.

As the campaign drew to a close it seemed as if it had become endowed with a personality that was the very spirit of the Fourth Liberty Loan drive in this Wisconsin community. Today, a much battered and badly twisted hulk, she reposes on the main square of the city as one of the

LIBERTY LOAN PUBLICITY	
Booking the City	6
Bond Sales Indicator	6
Tank Parades Publicity	6
Political Parties and their publications	7
Special Workers Fund	7
Subscription Box to Help Soldiers at Home	7
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most beloved and interesting relics of the war campaign.

It is one of the many examples of how the publicity value of an unforeseen incident was capitalized in the interest of the loan.

The Ladder Race

Public sentiment is a great factor in compelling a certain class of citizens (thank Heaven, their numbers are few!) to increase their subscriptions in accordance with his or her reputed wealth. The loan officials, in many small communities, realized this and adopted the plan of publishing in the newspapers complete lists of



Huge signboard in Cincinnati, Ohio, showing the progress of the Fourth Liberty Loan. The county was divided into districts, each represented by a letter. The signboard showed twenty-six soldiers, representing the different districts. As a district reached its quota the soldier representing that district would disappear "over the top." The board was always the center of interest for a large and enthusiastically cheering crowd.

subscribers, together with the amount of each one's subscription.

The plan was continued until the last subscriber bought his bond and, so far as possible, not a single name was omitted. The lists were read each evening and there were many instances where persons voluntarily increased their subscriptions after their names were published.

Returned soldiers took prominent part in the publicity campaigns all over the United States. They were in the parades and they were on the street corners telling their thrilling experiences.

In one theater, before an audience of several thousand people, a young hero wearing service stripes auctioned and re-auctioned several times over and over again souvenirs and trophies which he had brought back with him.

In a suburb of one of the eastern cities, a truck packed with returned soldiers stopped just under the service flag of the suburb, and one fellow with leather lungs read a list of the men who were represented overseas and then subscriptions were asked for as follows: "Who will give one hundred dollars to keep John Smith at the front?" Immediately came the answer from some one in the crowd: "I will." This was continued with the long list of names until the suburb had gone

"over the top." (In the Victory Liberty Loan the question will be varied to "Who will give one hundred dollars to bring John Smith back home?")

"Liberty Loan Banks"

Many millions of dollars worth of Liberty Bonds have been sold thru the miniature "Liberty Loan Banks" erected in prominent places in the business districts of cities. More than three million dollars in bonds were sold thru one bank which had been erected thru voluntary work by the labor unions. This bank was a frame structure—18 x 100 feet—and was built in three hours' time. The erection of the building was witnessed by thousands of men and women. The carpenter work and the work of the painters, paperhangers, electricians, and glaziers was a free-will offering by the members of the respective unions. Ten ladies of the city were on duty at all times during business hours.

Almost everyone is acquainted with one publicity feature used in almost every large city to draw crowds and obtain subscriptions. A high ladder is raised in a prominent place and a pretty chorus girl with visions of front-page publicity volunteers to help out with the stunt. As the people make their subscriptions she mounts the ladder—one rung for each fifty-dollar bond sold. After reaching the top she begins her descent one rung for each bond sold.

In many communities soldiers and sailors, home on furlough, were detailed to do the acrobatic stunt. As certain salesmen would sell a fifty-dollar bond a huge gong was sounded as the signal for the soldier or sailor to mount another rung. The army and navy would compete—the soldier climbing one side of the ladder, the sailor the other. As one would reach the top he would wave Old Glory amid the cheers from the crowd below. He would then wait at the top for his partner, when they would pass, and then each begin the descent.

Cities Are Bombed

If you had happened in one of our large southern cities on the opening day of the Fourth Liberty Loan, and you had not been warned beforehand as to the elaborate publicity campaign which was to be released, you would have thought that the Huns were surely making an attack.

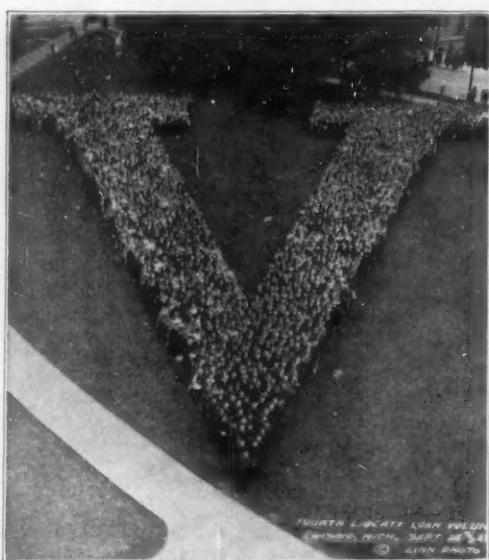
Smudge boxes, which had previously been constructed, were fired in the morning at ten minutes before seven o'clock. Promptly at seven day bombs were exploded in the various wards;

squads of troops, located in different sections of the city, were maneuvered as if repelling a raid; Boy Scouts distributed extras announcing that the city had been bombed by the Germans. The text contained in the extras was part of the elaborate campaign which had been prepared by the committee, and the injunction emphasized most was that the one means of preventing such an attack was to buy more Liberty Bonds.

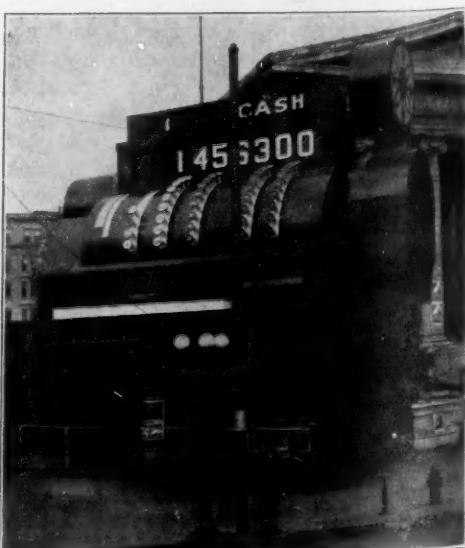
A large float, mounted on a motor truck, had been built representing German and American trenches, two "German" soldiers and two American soldiers being employed, the "German soldiers" throwing "hand grenades" made of a composition similar to that used in manufacturing clay pigeons, the American sharpshooter breaking the grenades in the air and his comrade keeping the guns loaded. The floats stopped three times in each block, the sharpshooter breaking one "hand grenade" at each stop.

In Honolulu a somewhat similar stunt was elaborately carried out. The committee set aside the first two days of the campaign as "Honor Days." No one was solicited during these two days, but an appeal was made thru the papers and by the Four-Minute Men for everyone to go voluntarily to the banks and the trust companies and make subscriptions. The names of

(Continued on page 88)



In Lansing, Mich., the volunteer plan of subscribing to Liberty Bonds was put into effect with great success. This photograph shows all of the winners of the "V" for voluntarily subscribing, lined up in the form of a living "V."



Giant cash register erected in Dayton, Ohio, in a central location, to mark the progress of the Fourth Liberty Bond Campaign in that city.

True Basis of Reconstruction

By Melvin G. Clark

THE story is told of several negro boys, drafted into the service from the southern states, who were sent last July to one of the great northern cantonments. For two hot days and a night they traveled, finally arriving tired and weary at their destination in the middle of the night. At reveille the bugler failed to arouse them. Finally in desperation he rushed into their hut exclaiming,

"Say, yo boys, don't yo know it ain't yo mammy what's callin' yo now? It's yo Uncle Sammie."

This story has point just now. We have work for months thru the strenuous day of the war and, with the announcement of the armistice, there is a tendency to close our eyes to the greater needs of reconstruction, and to turn at once to occupations and usual thought. We need a great national bugler to rush into every community and cry, "Wake up, men! It's yo Uncle Sam what's callin'!"

Already there is evidence that the business men of the United States are closing their eyes to the great period of reconstruction. They evidently believe that the real work of the war is done; that they can once more assume their old accustomed business pace, their contracts, their money making, their plans for the future building of great business enterprises without thought that the war has made necessary new plans and a new understanding of business principles. There is a tendency to become drowsy to the national call. The bugler needs to sound in their ears the cry, "Wake up! Yo Uncle Sam is callin'!"

Soporific Effect of Armistice

The signing of the armistice has so nearly put to sleep the feeling of a new nationalism among politicians that men who are personally interested in party politics, rather than in greater questions of nationalism, are beginning to prepare party platforms, call for party reorganization, and for the alignment of their forces into two great camps of political warfare.

We, who have heretofore listened without question to party leaders, are likely to forget that we are one nation with one ideal yet to be gained and that the war is not yet won. The bugler needs to remind us, "Wake up! Yo Uncle Sam is callin'!"

There is a gleam of hope, however, in this political reorganization. It is found in the fact that out of the one hundred and twenty or more men who are assembled at this meeting, I believe I am safe in saying there are not more than eight who voted a straight, unscratched party ticket at this last election.

We have arrived at the point in our national development when we are no longer led with party halters. We have so far progress in our idealism that every thinking man feels it his first duty to exercise his right of ballot, not from the standpoint of loyalty to his party, but from the standpoint of the higher loyalty to his country.

We are seeking men to serve national ideals and not henchmen who only know party chains. It will be well for the professional politicians of the country to listen to the bugle call, "It's yo Uncle Sam what's callin'!"

The great message that the American people



"A Long Pull, a Strong Pull, and a Pull Altogether."

need at this moment is this: The war is not won nor lost in Germany's surrender. It will be won or lost in what comes after the war.

We need to remember that Alexander conquered the far East, but the East mastered Alexander's mind and spirit. We need to remember that Rome conquered Greece, but Greece became the intellectual, artistic, social and finally the luxurious mistress of Rome. We need to remember that the barbarian hordes conquered Rome, but Roman language, Roman law, Roman organization, Roman civilization and religion tamed and made Roman those same barbarian hordes.

What Will Reaction Be

The Allies have conquered Germany. It now remains for us to discover what is to be the German reaction upon the Allies. The danger is not of a renewed physical warfare; the danger is to be found in our mental, moral, educational and political reconstruction. Today the direction of this reconstruction is under way. Interested people are beginning to take control of the activities which shall finally determine the nature of our new nationalism and of our new internationalism. What is to be its direction?

We say this has been a war of idealism. We have proclaimed to the world from every American housetop that we were fighting autocracy not for ourselves but for the world; that we were interested in the final downfall of feudalism; that we were fighting militarism and military caste; that we were fighting German education and the inculcation of industrial and social cliques; that we were fighting the philosophy of the survival of the fittest thru brute force, the philosophy of the super-man, the philosophy of the right of might; that we were fighting the deification of war and the minimization of individual life values.

At the same time thru the editorials of our magazines and daily press and from the lips of every speaker who had led the people in the formation of American war ideals, we have boasted that our flag and our armies represented a clean Democracy, fit for the world. We have kept constantly before the people our ideals of liberty, of individual human rights, of the emancipation of all mankind, of the brotherhood of

man and of the brotherhood of the nations of men.

We have now reached the time in our national career when the American people must prove to the world whether all of this was mere war propaganda on our part or whether it was real stuff. "Wake up, men! Yo Uncle Sam is callin' yo for the supreme test!"

Many of the principles of German propaganda are knocking at our doors for admittance to American institutions. Men who yesterday claimed to advocate the highest ideals of democracy are today advocating in our new institutional life those things which are purely German in their character and in their reaction upon the human race. Principles, that will only need from twenty to forty years of development in America to destroy and to supplant the ideals of present day Americanism, are claiming our attention and asking legalization at the hands of our legislators. "Wake up, men! Shall German institutions and German mentality yet master and make subservient the idealism of the Allies?"

Basis of Nationalism

There can be no nationalism that is not based upon idealism.

Patriotism is of the spirit. It can never be measured by materialistic values.

Patriotism must have something more than a flag, a song, and spread eagle oratory upon which to thrive.

Patriotism must have something more tangible, if you please, than great armies, great navies, great wealth, commerce and industry.

Patriotism must have something more tangible even, if you please, than great political leaders, who think primarily in terms of economic and social values, if a coherent nationalism is to be maintained and developed.

Nationalism can come only to a people thru a burning individualism made coherent by following and sacrificing for an ideal; an ideal that counts for human progress and for human betterment.

Nations have never decayed so long as their human idealism lived. Nations have never lived after their human idealism decayed.

Let us not mistake. Language, and even blood, do not of themselves constitute a sufficient basis upon which to establish a nationalism. Alsace is German in race, German in language, but in spirit of nationality and in love of country Alsace is purely French. It was not the conquering armies of Louis XIV that made Alsace French; it was rather the revolution of 1789. Thru the spiritual influence of this revolution Alsace came to share French ideals, French thought and French destiny. Alsace became a part of the French soul. Idealism nationalized her.

Nationalism is coherent individualism. In its lowest type it may be coherent intelligence benumbed, brutalized and enslaved; a nation of the intellectually bound, following blindly a caste, a clique or a military master. Such a nation is bound sooner or later to decay. At its best nationalism is the individualism of the spiritualized made coherent thru its idealism. Such an individualism is free, following no material mas-

ter, but rather following the thou shalt of its own heart—a nationalism made coherent thru its material sacrifice for a principle or humanistic purpose. Such a nation will never decay. History affirms it.

Tests of Idealism

Forty years from today will reveal the milestones of our written history. These milestones will show much or little of American progress toward the *humanism* we have claimed for this war.

There will be a survival, because survival is a law. The real question is, will it be the survival of brute force, or the survival of human ideals? The survival of the flesh—mortal, or the survival of the spirit—immortal. The future of the nation is in the hands of the generation of today.

Rotary, as a great international institution, has at least the tip of a little finger in the writing of the answer to this question. When history is written what shall be the part of Rotary? We have flaunted before the world a Code of Ethics, superior to any that has heretofore been written. Shall our ethics become more than a scrap of paper?

There are many ways in which American Idealism is on trial. Of all nations America today stands in the limelight of the world's theater. American ideals and the principles of world democracy are on trial at the bar of international progress. The Allies on the one hand and the conquered world on the other are watching America. Japan, China, the Far East have their eyes on the nation that has claimed so high and so unselfish a place in national idealism. Progress for a thousand years depends upon the reaction of America.

Time will not permit my discussing all the tests of the sincerity of America today, but I wish particularly to mention three. They are so basic in their character that the type of reconstruction will depend largely upon the way in which we settle these three questions.

Test of Monroe Doctrine

For nearly a hundred years America has flaunted before the world its Monroe Doctrine as the one principle, over and above all others, American in its nature. The Monroe Doctrine was the natural outgrowth of Washington's pronouncement that the United States should avoid entangling itself in the politics of Europe.

No one will question Washington and Monroe as authorities of their times, but we must remember that both lived in the days of the infancy or of the early youth of America. We must remember that both lived at times when the European world was great and the American world comparatively small and struggling for its existence. We must remember that both pronouncements were made at times when we believed our national idealism under too great a strain and too weak to stand a great international test.

From swaddling clothes to youth, from youth to manhood; American idealism, if ever, has reached the period of its majority. It is time it begins to vote upon the great international problems that are as much our problems as they are of Europe. The problem of the good of humanity is the problem of the whole world.

Someone has said the World War smashes the Monroe Doctrine; others contend the Monroe Doctrine must be maintained in its original narrow form and narrow application. I do not believe in a smash Monroe Doctrine, neither do I believe in the maintenance of the old narrow and selfish application of a doctrine which looks only to the welfare of the Americas.

I wish to call your attention to the million slaughtered and violated Christian Armenians, Christian men and women, the feebleness of age and innocent childhood subjected to every possible indignity, insult, frightfulness and death that barbarism could invent. The greatest Christian and civilizing influence of the East annihilated and all because of a too narrow Monroe Doctrine.

I wish to call your attention to a million Greeks, enslaved, transported from their homes by these same Turks; many of them subjected to the same indignities as were the Armenians, and all because of a too narrow Monroe Doctrine.

I wish to call your attention to Belgium, raped, devastated and over-run by frightfulness and barbarism; its women and children subjected to treatments far worse than they would have received in the African wilds; and all because we were afraid of entangling European alliances.

for the preservation of our own nationalism. But that speech of Pershing was fifty years too late to save Alsace-Lorraine from despoliation and the loss of her nationalism; all because of a too narrow Monroe Doctrine!

Basis of International Democracy

It took a Maine and Lusitania to cause us to dare to question the application of this doctrine to a purely American jurisdiction in the twentieth century.

I am not among those that believe that the Philippines cracked the Monroe Doctrine and that the World War smashed it. I believe and hope, rather, that the Philippines were but growing pains and the great World War an opening of our eyes to our manhood's responsibilities in the great family of nations.

The world is a hundred times smaller than it was a hundred years ago. Steam, electricity, the airplane, the one hundred one other great inventions of the last few years have bound the nations of the world too closely together for a mere strip of an ocean to longer mark the boundary line of international family interests and international family responsibilities.

A doctrine that would cover at the time of its pronouncement only the Americas, today will just as easily tuck in the whole world and give comfort and cheer and protection to us all. The Monroe Doctrine of yesterday has emerged from its chrysalis into the doctrine of internationalism.

There can be no international democracy that is not founded upon the principle of international care for the international family.

Test of Industrial Reconstruction

No idealism is fit to solve international questions that cannot solve the great social and economic questions of its own household. The principles of the mote in the brother's eye may possibly apply to America. At any rate, let us seek some capable oculist to examine our eyes and keep us informed of their condition.

I quote in substance from *The National Economist* of some weeks ago: "The war may yet prove in America to be a war for economic supremacy." Should this statement prove to be true, it will, indeed, mark the death-knell of American idealism.

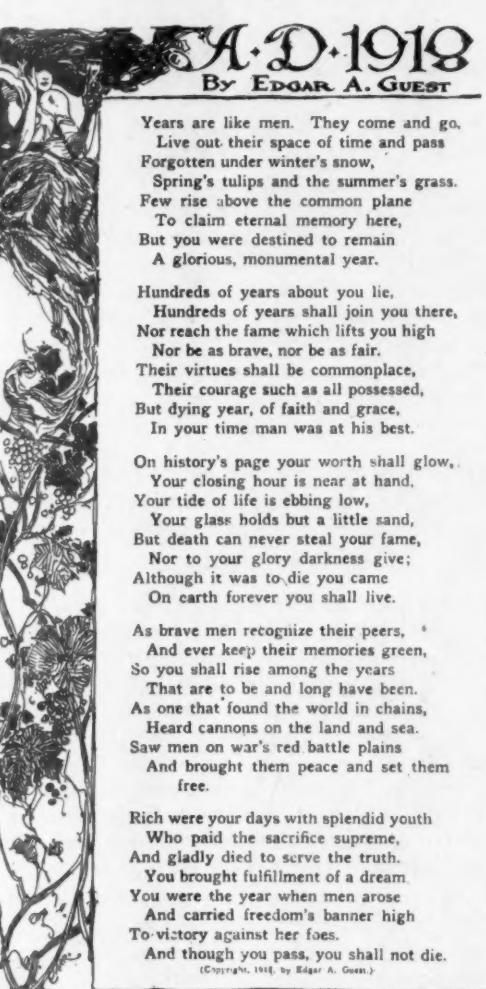
It will be a sad day when we again erect trade barriers between us and the nations by whose side we have marched to victory. It will, indeed, be a sad day when the Idealism of America shall allow trade and industrial barriers to be erected that the Allies refuse to erect. On that day will democracy receive a body blow, and our national idealism become so smirched that the blood of our own boys may not be able to erase it.

Nationalism demands that this question shall be solved not thru party politics, but thru the application of the principles of international righteousness.

But aside from the purely economic question of free trade there are certain other principles not laid down in Wilson's fourteen that are well understood and accepted by social economists that must prevail before American industrialism is safe. Sometime they will prevail, they must prevail, before the economic world shall be truly safe for either a nation or a world democracy.

Four Industrial Principles

1st. No city or state can afford to have within its jurisdiction a single able-bodied and able-minded man or woman without work. This principle applies equally to the Weary Willie with the million and his high-powered car and to the Weary Willy of more commonly accepted par-



Does anyone in this audience believe that had George Washington been alive with Belgium on her knees supplicating the protection of the civilized world and with all the resources of the greatest and wealthiest nation at his command, he would have stood upon his old pronouncement of European entanglements? Belgium, on her knees, suffered the greatest indignity that has ever come to a European nation; and all because of a too narrow Monroe Doctrine.

Pershing made a great speech at the tomb of Lafayette—a speech that, perhaps, above anything that has been said by an American during the great war, will go down in history as a classic—a speech that found its way into every American and French heart because thru that speech we Americans express our desire to repay something of the great debt which we owe to France

lance. We sometimes make the mistake of applying I. W. W. only to the down and outers in the economic world. If the individual is not willing to work the state must compel him to work. If the normal industries of the community cannot furnish him with work, the city or the state must furnish the work. Until every citizen of a community becomes a productive citizen the city, the state and nation will suffer from the cancer of American bolshevism.

2nd. No city or state can afford to carry the self-perpetuating incubus of imbecility, pauperism and crime. The causes are ordinarily the same. The state cannot afford to wait for the third or fourth generation to remove them. Today in a certain state institution for the feeble minded may be found a grandmother, a mother and two grandchildren, all feeble minded—an incubus upon the state, a menace to the moral and economic integrity of our citizenship; a type of the thousands of problems in this and other states that we must not hesitate to control. So long as the mentally and morally incapacitated unfortunates of the state are allowed procreation, so long will this incubus exist.

3rd. It must be made possible for every healthy and industrious man to purchase and pay for a decent home and maintain it in accordance with the laws of sanitation, health, social morality and individual home pride. The cost of living and the wage remuneration must in some way be balanced, not at a living wage, but rather at a wage that will foster self-respect in the wage earner and insure to his family a home of such a type as will maintain the highest ideals of community, state and national patriotism.

4th. National idealism must keep continually before industry the principle that no industry has an economic or moral right to exist that finds its profits either too small or too large (and statistics show that they are commonly too large) to allow its employees to maintain a home of his own and to raise, educate and give to the next generation a healthy and efficient family of American children. Until this principle can be assured there can be no assurance of the perpetuity of American institutions, American idealism, or of American nationality.

The ideals of a nation depend upon the character of the homes of the nation. The homes of the nation depend upon the character and the ideals of the industrial world. If you would write the history of America you must first write the history of her industrialism.

WITH THE FOUR INDUSTRIAL PRINCIPLES IN ACTION IN THE SOCIAL WORLD THERE WILL BE LITTLE OR NO DANGER OF A CAPITAL-LABOR WAR.

Whatever else we may think of Henry Ford, whatever mistakes he may have made, we must agree that he has done his bit to solve these great industrial questions.

III Test of Military Reconstruction

Anyone who reads history carefully and who is conversant with the struggles of the people for the establishment of the ideals of democracy must acknowledge the following facts:

1st. National idealism will die when Military Class becomes a recognized term in the national economy.

2nd. Where Militarism exists without an imminent reason for its function or possibility of its function, democracy cannot exist.

3rd. No one can escape the statement that military training per se is a training to kill. Killing can never become a part of our national idealism.

4th. Nationalism is constructive; Militarism of its very nature is destructive.

5th. Militarism is brute force; it is Germanic in thought and type; it is based upon the German philosophy of the survival of the fittest thru brute force; it is the application of the German philosophy of the super-man; it is the application of the German philosophy that war is holy. It is unthinkable to an American.

With the above principles in mind, however, no one who has followed the splendid work of the development of our cantonments during the past fourteen months can escape the fact that these same cantonments have brought to us a distinctive contribution to our nationalism and a contribution which must be preserved.

Value of Training

The man who is not carried away by sophistry, by specious thinking or by mere outside appearances, and who carefully analyzes the activities of the cantonments and separates them into those activities which are constructive, both to the individual and to the nation, and those which are purely for the defensive and offensive purposes of a great military emergency, will, thru this analytical process, arrive at certain conclusions concerning the efficiency of cantonment life.

Such analysis will prove beyond doubt that cantonments organized along constructive lines would become the greatest factor in our larger nationalism and to our individual, our state and our national efficiency. The constructive activities of the cantonment would replace their destructive militarism. They would give to the nation all that is valuable of our present system and add to these values a thousand fold thru the worth-while constructive activities that would enter for the first time into this new organization.

In the place of Universal Military Training let us substitute the term Universal Federal Service. I believe that the nation today could be brought to an understanding of the wonderful value which such a service would render not only to the na-

tion, but to the future effectiveness of the industrial, economic and social institutions and to the citizenship of the future. Its purpose would be, not the training of young men to kill, but rather the training to a better and deeper understanding of the principles of democracy and of the duties and the responsibilities of federal citizenship.

A Training Creed

I believe in the socialization of great masses of men as necessary to the Americanization and democratization of those men.

I believe in the breaking up of classes and cliques.

I believe in the give and take of the better with the less educated, or the stronger with the weaker in their physical, spiritual and mental lives.

I believe in the shuffling together of the rich and the poor with the great middle class in order that they may know each other and may get each other's viewpoint of life.

I believe in the training of the masses of men to a ready response to organization, to mass movement, to mass work, to the unpleasantness of life, to hardships, to illness, to play and to recreation.

I believe in the living of an outdoor life, and the knowledge of how to adjust oneself to the great outdoors.

I believe in the building up of a splendid American physique.

I believe not only in individualization in education, but I believe also in its corollary:—the subordination of the individual to the greatest good.

I believe in federal control.

I believe in training of masses of men to respond to that control in all of those movements that are necessary to the handling of companies, platoons and great armies of men.

All of these nationalizing principles may be brought to function naturally thru maintenance of cantonments for constructive federal service.

Cantonment Universities

I would gather into these cantonments from year to year all twenty-one year old boys and in certain other establish cantonments all twenty-one year old girls for a year of constructive federal service and constructive federal education. It should be a year of service for all citizens and a year which should take the place of the last year of the University for all who could bring to it three years of acceptable university credits, and who could prove their ability to react to the more complicated activities of the project which those three years of credit would justify. To those without college training it would offer opportunities, educational and industrial, which would prove their training school for more effective service.

To these federal cantonments should be given the solution of great national projects; federal problems of all sorts set for the constructive education of the young manhood and womanhood of the nation. The range and importance of these problems is altogether too great to discuss here, but their type may be indicated by the great federal need for the betterment of our rivers; the deepening of our harbors; the building of hard roads to cross and re-cross our country; the problems of forestration and reforestation; the drainage of swamps; the great drainage problems of our lowlands and valleys; the building of railroads; the building, care and maintenance of

The Way Up



How Cesare, the cartoonist, sees the problem of reconstructing crippled soldiers and re-educating them to take their places in the industrial world as independent, self-supporting workmen. Cartoon reproduced from "Carry On," the magazine published by the U. S. Government in behalf of this work.

canals; the reclamation of our American deserts and the study of ways and means thru which they can be made productive; great irrigation projects for the West; the reclamation of worn lands of the east; great federal buildings; problems of state and federal sanitation; national and state parks, and their maintenance; the general maintenance and repair of all federal properties. All of these and the thousand and one other things of federal progress along social, economic and industrial lines would become naturally a part of this great federal cantonment service.

A Year of Education

What, too, can be said of the wonderful educational value of such a year? It would become the crowning year to our public school, to our college and university work. It would become the keystone, if you please, of our great public school system; the one thing lacking to make all education truly effective. It would complete the American educational scheme and give to our young people the greatest possible impetus toward nationalization. It would serve educational values for all time. The problems of disciplinary education, cultural education, liberal education, industrial and economic education would be settled without further question, for such a cantonment service would include them all.

Not only from the more commonly accepted standards of educational life would these boys and girls profit, but more important would be the great laboratory possibilities which such a year would offer. Direct point would be given to every educational effort and such a system would necessarily furnish the basis of the most intelligent and constructive industrialism that the world has ever known.

Above all it would foster the American principle of individualism in education so different in type from the Germanic idea of the preservation of educational caste and clique.

Every boy and girl of twenty-one years of age, no matter what might have been the previous experience or previous education, would find in this great national cantonment an opportunity to react along the line of his or her chosen career, whether in science, in industry, along scholastic lines, in governmental, political, social, economic, or the purely educational or even religious reaction.

Great Tangible Results

The national cantonment would have ample field for all. In every possible individual reaction, opportunity would be found for an education along the line of the chosen career of the individual, and this, too, at an age when such an education would be worth most to that individual.

What would be the tangible results of such a year of federal service? Within ten years America would be known as leading the world in all the problems of socialization, federalization, democratization, individual initiative, and with absolutely no illiteracy. With such a national laboratory America would make more progress in ten years than we could expect from a hundred years of the ordinary educational and industrial reaction.

Above all America would always remain a rejuvenated country. There could be no decay, American life, American Idealism and American perpetuity would be assured.

To those who are always seeking a return for money invested, to those who are always counting their tax by its return values; there could be promised a return in a tangible way for every dollar expended. This statement could not be made of forty years of purely militaristic control. And above all America would be ready,

A Call to the Colors

A call to the colors! Brave freemen for you,
A call to the colors! The Red, White and Blue.

With hearts strong and steady and heads lifted high,
Sail away "over there," to dare, do or die.

A call to the colors the bugle's shrill blast
Bears a message to us, that the dark cruel past,
Where despots have ruled with vengeance and might,
Shall give place to a future of justice and right.

A call to the colors means freedom for all;
Kings sink unto dust, empires tremble and fall;
Humanity, cursed, at last comes to its own,
With Wrong on the scaffold, and Right on the throne.

A call to the colors! No more shall men feel
The sharp, crushing weight of a mad tyrant's heel;
But life, joy, and liberty to all shall be given
As freely as comes the rich blessings of heaven.

A call to the colors will bring a glad day
When fiendish "frightfulness" passes away.
Men will love men as brothers; red carnage will cease;
All nations will welcome the Kingdom of Peace.

Then follow the colors, young heroes! To you
We sacredly trust our loved Red, White and Blue;
Your sacrifice noble, remembered shall be,
From shore to far shore, and from sea to wide sea.

—Mrs. Robert N. Mulholland.

both in trained men and in industrial organization for any military emergency. This is the true theory of preparedness.

International Idealism

I said earlier that there could be no nationalism that was not based upon idealism. I wish now to affirm that statement of internationalism.

There can be no internationalism that is not based upon idealism.

Internationalism, too, is of the spirit.

A league of nations can be established only upon a commonly accepted international ideal. Let us not think such idealism impossible. It is but the application of the principal of our own national life to a larger field of operation.

I wish to call your attention to the fact that our national organization of states has no commonly accepted material or economic interest. Our national organization is not based upon materialistic principles. Maine and California have no common materialistic or economic interests. The great struggles that arise periodically in our

national congress are largely matters of the divergence of materialistic or economic interest between states.

The only thing that holds Maine and California in the bonds of national brotherhood are their commonly accepted ideals of human reaction. The only thing that holds Florida and Minnesota together in their nationalism are the bonds of our commonly accepted ideals of human reaction. The United States is really international in its character rather than national. The United States is really not a country, but a league of nations based upon a commonly accepted idealism that holds her people in the bonds of a commonly accepted idealistic purpose.

The great wars in which we have been involved since the days of our revolution have been wars that were based, not upon materialism, but rather upon American idealism, and we have become knitted together into a league of nations by a bond of idealism that is stronger even than our own statehood.

That which is true of our own national life may become just as true of the larger internationalism.

Allies Bound by Same Ideals

The Allies were bound together in the recent struggle, not by economic interests but by common ideals. It was in obedience to this principle of idealism, to the reparation of outraged right, to the restoration of injured nations to their national integrity, that great nations like Great Britain and the United States, nations that might have escaped this war had they so pleased, intervened and became parties to the great world struggle.

It was, I say, because of their commonly accepted idealism, that a league of nations, of necessity, was formed to purge Europe and the world of the doctrine of the right of might and to establish in its place the doctrine of the might of right.

Neither were these two doctrines recent in their pronouncement and recognition. I wish to call your attention to the fact that this idealistic alignment of nations was made before 1914. The ideal commonly accepted by the Allies is not a transitory thing, not a mere ship passing in the night.

Investigate, if you please, the alignment at The Hague in 1907. The Hague Conference for the establishment of international compulsory arbitration among nations was attended by forty nations. There were forty votes present. When the question came to a vote thirty-five voted "Aye," five voted "Nay." Who were the five? Germany, Austria, Turkey, Roumania, Greece. It took a great World War to convert the five. Were they converted or shall history, as it is written forty years from today, prove that the five converted the thirty-five; that the strongest internationalism is not the concept of America and her Allies.

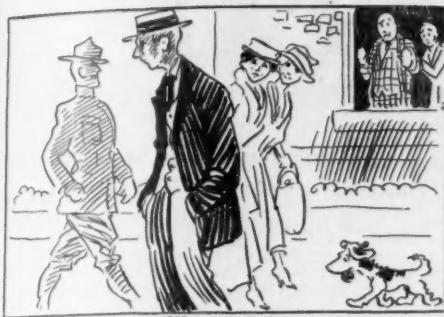
We must not only conquer Germany, we must convert her; otherwise we may be converted.

We must re-educate Germany, she must remain a student of the league of nations until such a time as she can be taught to spell and to spell correctly, the words HUMANITY, LIBERTY, DEMOCRACY, JUSTICE, LOVE.

The most practical thing in the world is Idealism.

Note: Melvin G. Clark, member of the Rotary Club of Sioux City, Iowa, is the superintendent of the Sioux City Public Schools; the foregoing article was an address delivered by him before his club in December, 1918.

Universal Citizenship Service and Military Training



(Copyrighted, 1918, by John T. McCutcheon)

Parents Consult the Family Physician

MR. J. asks: "Our son is just past eighteen and has never seemed to be strong or robust. He is stoop-shouldered. We have tried many kinds of exercise which would develop and strengthen him, but it is difficult to keep him conscientiously at the work. Unless he takes systematic exercise, with regular hours and habits, we fear he will never be a strong or vigorous man. What do you suggest?"

The Doctor replies:

"UNIVERSAL MILITARY TRAINING"

ROTARY, by action of its annual convention, has committed itself to an endorsement of a proper compulsory military training law for the United States.

All thinking persons are agreed that every one should be willing to render intelligent service to his country in times of peace and in times of war. A successful democracy is based upon such action. It is one thing to be willing and quite another thing to be able to render such service. Ability to render any kind of service usually depends upon proper preliminary training. Few of us are so fortunate as to be inspired to do the right thing without having given previous thought to the matter.

The fact that a man know how to fight does not

make him want to fight. Many a good boxer, trained to defend himself, has fewer fights than most men who lack the training. Ability to box does not send a man out hunting for a fight.

The objection has been made that in all the wars of the United States, the army has waited upon industry to supply it and not upon men to form it; that while Germany had prepared for almost fifty years for war, and the United States had not prepared, yet the United States produced a better fighting man, and in large quantities, in one year and could have done it in six months if industry had shown the adaptability and patriotism which the men showed.

Yet, if every man engaged in industry, upon whose lagging the army waited, had been properly trained in citizenship service and citizenship ideals, would not industry have been ready to equip that army as soon as the army was ready for action?

Besides, the United States was able to take six months in which to train an army, because French and British armies were holding back the Germans during that time.

And another thing; the first American army in France was composed largely of men with previous military experience—men of the regulars and men of the National Guard.

Suppose that the word "citizenship" were substituted for the word "military," and the program called "Universal Citizenship Training." That would mean exactly the same thing, in the minds of the advocates of compulsory military training; they insist that military training necessarily implies citizenship training, and that the records of the training camps the past two years bear out this attitude.

Switzerland has universal military training. Has Switzerland ever insisted that her army must kill—"must function?"



(Copyrighted, 1918, by John T. McCutcheon)

Parents Consult the Family Physician

MRS. L. asks: "Our son is nineteen years old. Although we have done our best to teach him respect for the laws and institutions of our country, as well as consideration for others, he affects contempt for laws and restraints and has frequently gotten himself into trouble. How can he be saved?"

The Doctor replies

"UNIVERSAL MILITARY TRAINING"

Will any one assume that the millions of men returning to the United States from Europe, and from the training camps in America, are a menace to the country or to other countries trying to live in peace with the world, or will show any disposition to continue a military regime?

The most earnest friends of universal military training look upon the military phases of that training as one of the minor phases; it is greatly overshadowed by the training in citizenship, in self-control, in efficient co-operation, in pride of appearance, in faithfulness to duty, in the proper bearing and sharing of responsibilities, in devotion to country, in accurate and efficient activity, in mental alertness, in regard for orderliness, in physical well being, in tenacity of purpose, in continuity of thought.



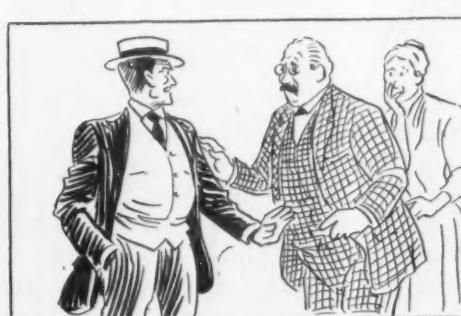
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Parents Consult the Family Physician

MRS. W. asks: "Since our son left high school he has caused us deep concern. We cannot afford to send him to college. We have secured him several positions, but he has lost one after another, largely because he will not try. In our opinion it is pure laziness. What can we do to spur him up and teach him the value of energy and industry?"

The Doctor replies:

"UNIVERSAL MILITARY TRAINING"



(Copyrighted, 1918, by John T. McCutcheon)

Parents Consult the Family Physician

MR. R. asks: "My son is eighteen years old and is difficult to manage. As he grows older he becomes more insubordinate. He rebels against every kind of discipline, and if he continues thus we know he will be a source of endless sorrow and trouble for us. We are in great distress. What is the best thing for him?"

The Doctor replies:

"UNIVERSAL MILITARY TRAINING"



(Copyrighted, 1918, by John T. McCutcheon)

Parents Consult the Family Physician

MRS. S. asks: "Our son is just through his second year in college and we fear his associations have made him snobbish. When he returns for his vacations he adopts an air of superiority toward his old acquaintances and shows a spirit of snobbishness which we deeply deplore. How can he be brought to his senses?"

The Doctor replies:

"UNIVERSAL MILITARY TRAINING"



Rotarian



Self Government in Industry

ARTHUR GLEASON, American editorial writer, recently returned from England where he has been almost continuously since the outbreak of the great war, says that Labor is planning to do away with unemployment because it has discovered that when unemployment disappears the wage scale goes up.

The common people have also discovered that where life can be conscripted, wealth, which is not so sacred as life, can also be conscripted.

British Labor has both an industrial expression in the trades unions and a political expression in the British Labor Party. Mr. Gleason says the British labor movement is not Bolshevik in character and it does not sympathize with anarchy, but the British workman sees, probably for the first time, that if he is to share more fully in the product of labor, total production must be increased. British Labor has been given a share in the management of industry. Shop, district, and national committees within an industry participate with the employers in the fixing of workshop conditions and the terms of production. Ultimately these committees may have something to say about the control of credit, markets, etc.

This is self government in industry and Mr. Gleason urges Americans to study the tendency, for sooner or later the impact of this movement will be felt in the United States.

The 1918 Rotary convention called upon all Rotary Clubs to discuss the question of the relations between employers and employees at regular weekly meetings within three months after the convention. Those clubs which have not done this should now proceed to make up for lost time.

* * *

Cancelling the Debt of France

THE United States has loaned the French Government several million dollars to help prosecute the war. There have been some people in the United States to offer the suggestion that this indebtedness should be cancelled and the French Government handed a receipt in full. The suggestion is prompted by a laudable sentiment based largely upon the memory of the aid which France gave to the colonies during the war of independence. There is no doubt but that the French Government appreciates the sentiment back of this suggestion.

There is, however, another side to the matter. France does not consider herself an insolvent nation; she has a righteous pride in her achievements; she has never repudiated a just debt and there might be some feeling that the acceptance of cancellation of a just debt would be in the nature of a repudiation of it. The attitude of France so

far as can be learned from her leaders is that she does not want charity, but that she does need help in order to recuperate rapidly from the devastations of the war.

It is quite likely that France would be more grateful to the United States for raw materials, machinery, etc., necessary to put her industries into good condition, than she may be able to reconstruct her industrial life and pay her just debts, than she would be for the charity that would necessarily be considered a part of the cancellation of her debt to the United States.

France will need time in which to pay and it is likely that she will need additional credits from the United States, and the best way that the people of the United States can show their gratitude to France is to help her quickly reach the position where she can carry her own load.

* * *

"Too Busy to Come"

NEARLY every Rotary club secretary has had some member try to excuse his absence from meetings with the statement that he was too busy to come. In many instances this may be a valid excuse and in entire accord with the facts. On the other hand, it is very easy for one to get into the habit of thinking he is too busy to do anything else except attend to his own business. This habit leads to chronic selfishness, and selfishness is one of the evils of human nature which Rotary was founded to destroy. A man who is too busy to attend Rotary meetings has very little in common with Rotary and has a very slight conception of what Rotary is. A man who is so absorbed in his business that he cannot get himself out of it is very likely to be too selfish to appreciate, even to a small extent, the spirit of the Rotary principle of "Service Above Self—He Profits Most Who Serves Best" and will be inclined to let his mind dwell upon the profit rather than the service idea.

* * *

Try It the Other Way

IT is to be hoped that some Rotary club, somewhere, some time, will try the experiment of letting the speaker of the day deliver his message immediately after the club members have seated themselves for luncheon and before they have had their luncheon. The idea is that with the stomach empty the mind will be more receptive to the message; also that after having heard the message the Rotarians can discuss it while partaking of their luncheon; also that it will be better for the Rotarians, having eaten, to get up and move around and return to their places of business than to sit and listen to an address. No one has contended that an address improves digestion, but many contend that exercise does.

Editorials.

Wages After the War

WAGES during the war have been abnormally high as compared with pre-war standards. The history of the United States shows that during every war prices have increased and wages have followed this rise. History also shows that neither prices nor wages have ever receded to the average level of pre-war times. The question of wages is one of the big problems of the immediate future in every country in which Rotary is established. There is no question but that wage-earners will protest against the lowering of wages unless there is a corresponding decrease in the prices of those things which they must buy. In some lines of industry wages have increased in proportion to the increase of prices. But generally speaking, while the wage level has been raised, it has not gone up as fast as the cost of living.

The insistence by wage-earners that their wages shall not be decreased until after there is a drop in prices will have a tendency to maintain higher prices. If the cost of living remains on the same level for any length of time, undoubtedly there will be a general demand by wage-earners for an increase in wages. If it costs twice as much to live the same way as before the war, the wage-earner will insist on having twice as much remuneration for his work.

There is a very close relation between the cost of living and the cost of labor. In the past it has taken years to bring these two items into general agreement. If everybody makes an effort to bring about this agreement, it need not take a long time to accomplish the result.

Every individual who takes the position that he is willing to have an adjustment between the cost of living and the wage or salary of everybody else except himself will help to delay the final solution of the problem as a whole. Every employer who takes the position that he is willing to have this readjustment for everybody else in the world except for himself also helps to delay the final solution.

It is time for the exercise of unselfishness upon the part of both employer and employee.

* * *

Teaching History to Children

ONE of the pressing after-the-war problems which will demand immediate solution is a reform in the method

of teaching political history to children. The war has demonstrated that the old methods have been inadequate to give the children a proper comprehension of the political situation in the world.

One of the good things which has come out of the war has been the increased knowledge of geography which it has taught to adults and children alike. This increased knowledge has not been confined entirely to geographical boundaries, but it has included some understanding of political situations in other parts of the world.

History as it is taught in most school textbooks is largely a matter of chronicles of dynasties and wars and not a history of human beings. No child in the public schools of the United States, for instance, can gain a very good idea of what his country really is thru a pedagogic

method which lays particular stress upon the physical facts in history and does not develop an understanding of the thoughts and lives leading up to these facts.

Writing the history of a people is a difficult task. MacCauley discovered this when he attempted to write the history of the English people and found it impossible to cover more than a comparatively few years within four or five volumes.

The moral and sociological influences that work in the development of a nation are the vital factors of that nation's history and no system of teaching history can be truly efficient which does not develop in the child's mind a rather clear comprehension of these forces and the manner in which they operate. Naturally the textbooks on history will be different after the war. The

problem is to make them better as well as different.

Greatest of All Ships

DURING the world war the importance of ships was made manifest and ships will continue to be of prime importance in order that the merchandise of the world and the passengers of the world may be transported over the seven seas. However, during the war there was emphasis given to the importance of another class of ships—the kind of ships that Rotary has been developing during its existence as an organization—such ships as partnership, fellowship, friendship, leadership, craftsmanship, all of which make up the relationship which is the aim of the greatest statesmanship the world has ever known.

Shaping Up a Good Program for Rotary Convention

THE 1919 Rotary Convention Program Committee, with the cooperation of the Salt Lake City Rotarians, has already put in many hours' work on the program for the next International Rotary gathering at Salt Lake City, Utah, the week of June 16th. A tentative outline of the program has been prepared. While it is extremely likely that changes will be made in it before it assumes complete form, the general plan of the program is rather definitely indicated. This general plan has been submitted by Chairman Klumph to the International Board of Directors and has been approved.

The Convention will assemble for business sessions Tuesday morning, June 17th, at 8:30 o'clock.

Sunday morning there will be church services, some of which will be conducted by Rotarians from other cities, in which the theme of the sermons will be the Rotary motto—**HE PROFITS MOST WHO SERVES BEST.**

Sunday afternoon there will be an informal meeting of the International Board of Directors and Monday morning at nine o'clock the Board will meet in formal session to make final disposition of matters that must be taken care of before the convention sessions open.

Monday afternoon it is planned to have a convention council to be attended by all the general officers of the Association, the committee chairman, and the incoming district governors. At this meeting will be discussed and outlined the plans for conducting the convention sessions in the most efficient manner.

Monday has been left free from any set program so that the delegates will have plenty of time to get settled and to locate their friends at the different hotels and to give Salt Lake City its first introduction to the Rotary Convention spirit.

Monday evening there will be the annual dinner given to the International Officers and their ladies by the officers and directors of the Convention City Club.

Sight Seeing Trips

During Monday the Salt Lake City Rotary hospital plans contemplate automobile tours to the beautiful canyons near the city and to the Salt-Air resort on Great Salt Lake where the Rotarians will be given the privilege of sea bathing a thousand miles or more from the ocean.

Monday evening there will also be an organ concert at the Mormon Tabernacle to which the Rotarians will be welcome.

It is the plan of the Program Committee to have not more than one set speech each day and to devote all of the rest of the working hours of the convention to a thorough discussion of world problems and Rotary problems and their relation to each other and the best method of efficiently directing the power of Rotary to aid in the successful solution of these problems.

The names of the speakers will not be given out until definite arrangements have been made so that the Committee will feel that it can give publicity to its plans without the fear of having to announce a change in program at the last

minute. The speakers will be men of national and international standing, thoroughly equipped to discuss the big questions which they will be asked to talk about.

Tuesday will be the day of organization. In the morning there will be the address of welcome by the president of the Salt Lake City Rotary Club; the response to this address by the International President; the president's annual report; presentation of International Officers, delegates from overseas and guests of the Convention; brief statements from chairmen of committees in which each chairman will be given an opportunity to explain and emphasize the printed report of his committee; the address of the day by noted speaker; and miscellaneous business.

Tuesday afternoon there will be the report of the Committee on the Education of Rotarians as to Rotary, and the report of the Committee on Constitution and By-Laws; an hour is allowed for each report and discussion.

The general session of the Convention Wednesday morning will include one of the notable addresses of the Convention and a series of reports showing how the spirit of service has been exemplified during the year by the Rotary clubs of the several nations in which Rotary has been

established. Fifteen minutes will be allowed for each report.

Wednesday afternoon will be devoted to meetings of the vocational sections conducted along similar lines as in the past.

Thursday will be the first day of legislative action by the Convention. It is contemplated to have at the morning session the report of the American Committee on the Employment of Sailors and Soldiers, report of Committee on Work Among Boys, report of Resolutions Committee, and ample time for discussion and action on each report. The morning session will close with the nomination of officers. There will be an afternoon session on Thursday to continue the report of the Resolutions Committee and discussion and action thereon.

Friday's session will begin at 8:00 o'clock and two hours will be allowed for the casting of ballots for the election of officers nominated the previous day. Should a second ballot be necessary, the ballot boxes will be open from 12:00 to 1:00 o'clock for that purpose.

The Committee on Standard Constitution and Model By-Laws for the Clubs will make its report at the Friday morning session.

It is planned that there shall be two addresses at this session, one on the employer and one on the employee.

Friday afternoon the Committee on Relations Between Employer and Employee will make its report and at least an hour will be allowed to this report and discussion.

Then miscellaneous business will be disposed of, the new officers will be installed, and the Convention will adjourn.

Hotel Accommodations

First class hotel accommodations are available to take care of an attendance of three thousand or more Rotarians. The Convention City Executive Committee has accepted the decision of the International Directors regarding hotel reservations as follows:

District.	Date	Place of Meeting	L. A. of R. C. Officer Who Will Attend
1	Jan. 29-30	*Halifax, N. S....Pidgeon	
2	Feb. 19-20	Worcester, Mass....Adams	
3	Feb. 6-7	Albany, N. Y....Adams	
4	Feb. 10-11	*Hamilton, Ont....Adams	
5	Apr. 10-11	Harrisburg, Pa.	
6	Feb. 5-6	Wheeling, W. Va....Perry	
7	April	Greensboro, N. C.	
8	Feb. 13-14	Albany, Ga....Perry	
9	Feb. 6-7	G. Rapids, Mich....Lansing	
10	Feb. 3-4	Columbus, O....Lansing	
11	Feb. 13-14	Ind'n'polis, Ind....Lansing	
12	Apr. 10-11	Joliet, Ill.	
13	Feb. 10-11	Nashville, Tenn....Lansing	
14	Feb. 17-18	Alexandria, La....Perry	
15	Feb. 3-4	Madison, Wis....Kelsey	
16	Feb. 17-18	Omaha, Neb....Kelsey	
17	Feb. 13-14	Oklahoma City, Okla....Kelsey	
18	Feb. 10-11	San Antonio, Tex....Kelsey	
19	Feb. 9-10-11	Winnipeg, Man....Poole	
20	Feb. 17-18	Butte, Mont....Poole	
21	Feb. 14-15	Denver, Colo....Poole	
22	Feb. 20-21	Portland, Ore....Poole	
23	Apr. 11-12	San Diego, Calif....Poole	
24	Annual Meeting of B. A. R. C. in May.	

*Date not definitely decided.

Every hour, however, which is not required for the serious work of the Convention will be utilized to make the visit of their guests one long to be remembered.

How to Plan Convention Trip

By Bill

January 10th, 1919.

DEAR JOHN:

When I got your letter asking for a quiet tip on things to do and see "if" you could possibly get away for the International Rotary Convention, I felt a little hostile on account of that "if." Then I recalled that you had never been to the Western mountains and could not realize that the very selection of Salt Lake City as the meeting place eliminated any "if" that could possibly be attached to attending the 1919 Convention.

I am not going to tell you a great deal about Salt Lake in this letter, because I have so much to say about the National Parks, and other great scenic attractions of the West.

"Zion" is the capital, not only of Utah, but of the Inter-mountain Empire. No city in America is more widely famed and few cities measure so nearly up to a visitor's preconception. The Mormon Temple! The Tabernacle! The Great Organ! The Great Salt Sea! Verily, these are names to conjure with. Unless you have bathed in the Dead Sea of Palestine, you will not be prepared for the buoyancy and exhilaration of the Great Salt Lake.

Salt Lake City is unique, clean and beautiful. High mountains, close by on all sides, are the sources of its pure drinking water which continually flows from fountains on every corner. There are many excellent hotels—foremost, of course, George Relf's magnificent Hotel Utah, situated on a historic site in the shadow of the Mormon Temple.

The Wonder Park

You ask about the Yellowstone National Park. I predict that hundreds of Rotarians will visit this "geyserland" immediately after the Convention. I am going to tell you how they can save a lot of money!

Rotarians in the Mississippi Valley and states to the east and south will be able, in June, to buy round trip excursion tickets to Yellowstone Park as a destination, good for travel thru Salt Lake City in one or both directions, at fares almost as low as will be charged to Salt Lake City as a destination.

These Yellowstone tickets have always been real bargains in transportation.

For example, if you haven't got one and decide to go to Yellowstone after you reach Salt Lake City, you will be obliged to pay a local fare for 328 miles between Salt Lake City and Yellowstone in each direction.

I cannot illustrate this money saving in terms of actual dollars now, because the rates have not been announced. But if you will write Rotarian Howard H. Hays, Manager of Bureau of Service of the United States Railroad Administration at 646 Transportation Building, Chicago, Ill., he will send you the information as soon as it is available. Howard has a lot of free literature on Yellowstone and all the other parks and Western resorts and he tells me that he will be glad to serve you and all the other Rotarians.

Fast trains run between Salt Lake City and Yellowstone, nightly in each direction. Passengers eat dinner in Salt Lake City and breakfast the next morning in Yellowstone or vice versa. If you are going to visit Yellowstone *after* the Convention, buy your rail ticket so that it reads on the going trip thru Salt Lake City to Yellowstone Station, Montana. This ticket will be good for the stop-over at Salt Lake City. Indeed, these Yellowstone tickets are good for extended stop-overs at all points enroute during their long limit.

After you have made the Yellowstone Park trip, you can leave the Park via any of the three gateways.

You can return to Yellowstone, Montana (your place of entrance), and return East via Utah, Wyoming or Colorado.

You can leave the Park at Gardiner, Montana, and return east via St. Paul and Minneapolis.

You can leave the Park via the "Cody Road" to Cody, Wyoming, and return direct or via Colorado, as you choose.

Five Days in Yellowstone

The rail cost of all of these routes will be practically the same, but you must decide on your route before purchasing tickets.

If you prefer to see Yellowstone Park before

the Convention, you will have to wait until the opening date for Yellowstone is announced, before making your final plans. It is hardly possible that the Park will open before June 15th or June 20th. These dates are too late for a Yellowstone trip before the Convention.

The "sightseeing" tour of Yellowstone Park requires five days, but you should allow for several extra days if possible. If five days are all you can spare, it is time enough; but if you desire to spice your vacation with some real recreation, just throw in a few extra days for fishing and loafing in the Yellowstone. The altitude is over 7,000 feet and the high, dry, bracing, pine-laden air is nature's tonic.

Transportation thru Yellowstone is in comfortable automobiles and the circle tour is about 200 miles. There is only one transportation company, which serves both the hotels and the permanent camps. The cost of the five days tour for transportation, with meals and lodgings at the hotels, is \$52; the cost for transportation, with meals and lodgings at the permanent camps, is \$43. These charges cover all necessary expenses for the five day period. Overtime at the hotels is \$6 per diem, American plan; at the camps \$4. For rooms with bath at the hotels, add \$1 to \$2 per person per day, depending on size and location of room.

The hotels on this circle tour are among the best resort hotels in the United States. "Old Faithful Inn" is a poem in rusticity; the Grand Canyon Hotel boasts the largest and finest "lounge" in America. I believe that five hundred couples can dance in it at one time.

The permanent camps, under the name of the "Wylie Way," earned a national reputation for economical and informal service. A "camp" is a "tent city" of service halls, dining halls, recreation pavilion, etc., together with dozens of one and two room sleeping tents. Each tent is wainscoted four feet, floored, and heated with a small wood-burning stove. The furnishings, while simple, are absolutely comfortable.

From the standpoint of sightseeing, it really makes no difference which service in the Yellowstone is selected. All tourists travel over the same highway and the hotels and camps are



The Upper Geyser Basin of Yellowstone National Park, Showing the Strange Spouting Springs in Action

located near together so that the patrons of each service can exchange visits every evening.

A visit to Glacier National Park can also be included in the Salt Lake City-Yellowstone Park combination. In this plan, your ticket would read via any line to Colorado, thence to Salt Lake City via Union Pacific or Denver and Rio Grande, thence to Yellowstone Park. The return portion of your ticket will read Gardiner, Montana, via Helena to Glacier Park Station on the Great Northern Railroad. On leaving Glacier Park the routing is either via St. Paul or via Billings, Montana, direct, or to Colorado and thence east or south to your home. The cost of spending five days in Glacier National Park, including transportation, meals and lodgings, would vary from \$35 to \$50. A longer time should be allotted if possible.

Enroute thru Colorado, a splendid opportunity is given to visit Rocky Mountain National Park as a side trip from Denver. This trip can be made satisfactorily in a minimum of three days. The Rocky Mountain Parks Transportation Company operates daily auto service from Denver to this Park at a cost of \$9.80. Hotel accommodations vary from \$3 to \$6 per diem, American plan.

Colorado is the playground of the Rockies. Dozens of delightful one-day side-trips are available from Denver, Colorado Springs and Manitou. The last two named cities are the heart of the Pike's Peak Region.

If you go over the Denver and Rio Grande in either direction between Colorado and Utah, you will go thru the Royal Gorge and you can stop for a day at Glenwood Springs.

You can also use the narrow gauge railroad thru southwestern Colorado to Mesa Verde National Park, which is reached via auto from Mancos, Colorado. The side-trip rate from Montrose to Mesa Verde, including rail and auto transportation, is approximately \$25. A minimum of two days should be allotted to Mesa Verde. Rates at the camps are \$4 American plan. Booklets on the cliff dwellings and beautiful scenic panoramas of this Park are easily available. C. J. Birchfield has said that it is the most mysterious of our National Parks.

If you want to extend your trip to the Convention to include the Pacific Coast, you can go



Pinecrest Inn, in Emigration Canyon, near Salt Lake City, where Rotarians will test hospitality of their hosts.



U. S. A. Map Showing Location of National Parks and Monuments in the West.

from Salt Lake City direct to either Los Angeles, San Francisco or Portland.

The route from Salt Lake City to Portland is via the Union Pacific System thru Idaho and along the Columbia River in Oregon.

From Portland, "The Rose City," you have choice of the northern routes thru the Puget Sound district and eastward via the Twin Cities, including the Grand Trunk Pacific or Canadian Pacific thru the Canadian Rockies, the Great Northern past Glacier Park, the Northern Pacific, from which Yellowstone Park is reached by short side-trip from Livingston, and the "Electrified Mountain Route" of the Chicago, Milwaukee & St. Paul Railroad.

Mount Ranier National Park may be visited by convenient side-trip from Tacoma.

From Salt Lake City to San Francisco you may take the Western Pacific thru Feather River Canyon, or the Southern Pacific thru Reno, Truckee and American River Canyon, and side-trip may be made from Truckee to Lake Tahoe.

The direct line from Salt Lake City to Los Angeles is the Salt Lake Route, from which auto side-trip may be made to Zion Canyon National Monument. Returning from San Francisco via the northern routes, steamship service is available to Portland or Seattle. The railroad northward from San Francisco is the Southern Pacific's scenic Shasta Route, offering opportunity of viewing Crater Lake National Park by auto side-trip.

Between San Francisco and Los Angeles, there is both railroad and steamship service. One rail line is along the coast and the others are thru the valleys back of the Coast Range and by taking the latter route, a side-trip may be made to Yosemite National Park, also to Sequoia and General Grant National Parks. San Diego is a side-trip from Los Angeles via railroad or steamer.

Returning from Los Angeles via the southern routes you have choice of the Santa Fe, with side-trip from Williams to the Grand Canyon, or the Southern Pacific's "Sunset Route," affording detour over the Apache Trail, past Roosevelt Dam. This route may be continued via El Paso and Kansas City or via New Orleans.

There are hundreds of combinations of routes

which may be taken. If in doubt, send for books describing the National Parks and resorts in which you are interested, and then write to Howard Hays, telling him the trip you have in mind, the places you wish to visit, the time you have to devote, and everything will be made clear to you. Do this early so you may crystallize your plans and make your hotel and sleeping car reservations while good accommodations may be had.

I am afraid, John, that this letter has long trespassed beyond the limits of your patience. It has been as hard for me to stop as it will be for you to read, because I have visited these great American playgrounds and I am excited at the opportunities the Rotarians are going to have to become better acquainted with the American West. Such travel eradicates provincialism and quickens patriotism. Now, after we have been fighting for America and saving America, let us all get out and see what we have given self and substance for. Let us make this a "See America First" summer.

Your friend,

BILL.



Mountain of copper of Utah Copper Co., at Bingham, near Salt Lake City

Capital, Commercial Interests and the Farmer

The accompanying article is a report made by a committee of the Rotary Club of Salt Lake City, Utah, to which was assigned the subject of "Harmony Between Capital, Commercial Interests, and the Farmer." International President Poole has recommended it as a topic for a thoughtful discussion at a meeting of every Rotary club, especially in the United States. It is hoped that every Rotarian will read and study it. The committee making the report was composed of Rotarians W. F. Jensen, Merrill Nibley, and Frank A. Fisher.

SOME time ago this committee was assigned the subject: "Harmony Between Capital, Commercial Interests, and the Farmer."

For the purpose of study, we are placing before the membership a number of leading questions pertaining to and leading to a solution of the unrest and dissatisfaction now existing to some extent, especially among the farming element. We earnestly solicit your criticism and your comment, together with further suggestions bearing upon the subject, all of which should be in writing.

After we have received your suggestions, comments and criticisms, we shall formulate a final report, to be submitted to a membership meeting of the Rotary Club for full discussion and final action, it being the object to send such final report to the Board of Directors of International Rotary, with the request that it be submitted to all Rotary clubs in the United States; and in this manner the effect of what we do will be far reaching and may exert a powerful influence in shaping public opinion and effecting corrective legislation.

Question Must Be Solved

To begin with, we take the stand that something must and will be done to solve the question and to bring about a greater degree of harmony and co-operation between capital, commercial interests, and the farmers. We are, undoubtedly, facing a period of readjustment. All signs point toward a period of prosperity but one of closer understanding, with greater efforts to meet and consolidate the various interests and elements in our public life.

In Europe we are witnessing the growth of state socialism. And how far-reaching that will be, we do not know. We must, however, admit that in our country at least one of the two great political parties is becoming imbued with socialistic doctrines.

President Wilson, in his speech to Congress announcing the signing of the armistice, made the following statement:

"The present and all that it holds belongs to the nations and the peoples who preserve their self-control and the orderly processes of their government; the future to those who prove themselves the true friends of mankind."

This public utterance of our President invites the close attention and participation of all American citizens in solving the various questions of a public character that tend toward public order,

happiness and prosperity; so that our country may continue its growth and leadership in the world at large and perpetuate our past history and form of government under which we have reached greatness and under which protection has been given to property and a reward assured for industry, ability, and ambition.

This has spurred the individual to make his or her greatest efforts, to which undoubtedly must be credited the marvelous growth of this republic in advanced thought, and in all commercial, financial, and agricultural endeavor which have stood the test of time.

Questions Submitted

I

The natural inclination of many farmers is to feel that they are being unfairly dealt with by business men and bankers, and that the business and financial element is taking too much for its share of the transaction. This feeling might be cast as blind suspicion. It is, however, one of the frequent sources of discontent, and it may be largely eliminated by throwing the searchlight on all business conducted with the farmer.

QUESTION: "Shall all financial and business institutions be required by law to publish statements of their financial standing and earnings; and shall an effort be made to have representative

America's Future

AMERICA comes out of the war with her economic and moral potency and prestige vastly enhanced, with her outlook broadened, her field of activity expanded, her enterprise quickened, her imagination stirred, her every faculty stimulated.

The vista which opens before us of America's future is one of dazzling greatness, spiritually and materially. The realization of that vision cannot fail us if we but meet our problems in a spirit of true Americanism, of moderation and self-restraint and of justice and good will to all, rejecting alike privilege and demagogery, banishing all class rule, be it of capital or of labor.

In that spirit let us grasp each other by the hand and thus resolved and united against enemies without and foes within, let us march on towards the high destiny that Providence has allotted to the country which, in grateful pride and deep affection, we call our own.

Otto H. Kahn, New York financier, in address to the Boston Athletic Association, during the United War Work Campaign.

farmers become stockholders in commercial, financial and manufacturing enterprises?"

II

In most country towns there is a deplorable lack of community centers—places for recreation and comfort for farmers, their wives and children.

QUESTION: "Shall country towns interest themselves more in providing community centers for recreation, comfort, and also educational features, such as lectures on general and social problems?"

III

The farmer's financial problems have not as yet been solved. He is, perhaps, discriminated against by prevailing custom, in that his personal and moral hazard is not looked upon as good security and too often a mortgage is required on his farm or personal property, with available capital for loaning purposes unevenly distributed, so that often farmers cannot secure money for their legitimate needs.

QUESTION: "Shall the method in vogue in many European countries be adopted here, whereby ten or more farmers can associate themselves together in a personal credit union and obtain loans by assuming joint personal liability for the entire amount, pledging their entire joint credit without giving specific collateral or security?"

"Such local, personal credit union would be a member of a general state credit association which would be called upon to furnish the funds, and said general state credit association might obtain funds at very low rates of interest by reason of its large membership, widely scattered, with voluminous security."

"The local credit association, securing funds from the general state credit association, would in turn loan to the individual member and the individual member would be intimately known to his associates. His affairs and his personal habits would be carefully watched, and thus the loan, itself, would be placed upon the moral hazard and character of the man, at all times providing direct benefits, such as additional live stock, implements, a well, barn, and, under certain conditions, a dwelling house."

The federal farm loan banks do not fill this need, and altho they serve a splendid purpose, they loan against land mortgages only. However, very recently Mr. Houston, Secretary of the Department of Agriculture, has issued a statement for publication, in which he sets forth the urgent need of "Farmers' Personal Credit Unions by the various states." The farmer who needs working capital most is generally the one who does not have title, may not own the land, or may already have it mortgaged.

IV

It is not to be expected that all farmers can be posted on market conditions and at all times receive full value for their products.

QUESTION: "Shall there be a state marketing department, with a director in charge, said department to be impartial as between the farmer and the commercial and financial interests,

but to give advice, furnish statistics, and formulate an opinion as to the adjustment of various crops so that over-production will be avoided on any one or more crops, the state marketing department to make full use of the county farm agents now located in every county in most states?"

V

It is at times difficult for the farmer to obtain a labor supply when most needed, especially on seasonal crops that must be taken care of immediately when ripe for harvest.

QUESTION: "Shall the state assist in regulating the labor supply and help farmers to secure labor when needed; and shall children and women be encouraged to undertake work befitting their strength in times of stress and necessity, even if it interfere for a short time with school terms?"

VI

Profit sharing has been suggested with farmers.

QUESTION: "Is it possible to adopt any profit-sharing plan as between business interests and the farmer until the farmer becomes more efficient, will protect his machinery from waste and destruction, and will standardize his product to a reliable and dependable degree, with proper regard for his given word and contracts?"

VII

The great market exchanges for live stock, corn, cotton, wool, sugar, dairy products, etc., have been criticised as being conducted only for the benefit of the business interests.

QUESTION: "Is it possible to conduct the marketing of farm products without these exchanges? If markets were not quoted from day to day, would farmers be at the mercy of individual dealers, and transactions, as a whole, result in chaos?"

VIII

QUESTION: "Shall the state or federal government, or both, handle all projects of irrigation, drainage, reclamation, and land development, including the building of railroads and roads, often as essential as the land and water themselves, to a happy and prosperous development?"

This does not necessarily mean government ownership of railroads, but it does mean financial assistance in all land development, not ending with turning over to the settler a piece of sage brush and a ditch of water, but financial assistance for the settler to the point of setting him up in business right, which means buildings, implements, live stock, and proper facilities for transporting his products to market.

IX

Undoubtedly, the farmer has been imposed upon by professional promoters and salesmen of stock of various kinds and more or less of an indifferent character, who have created suspicion in the mind of the farmer toward all business and financial interests.

QUESTION: "Shall the sale of stock or other securities be under the supervision of and licensed by the state thru a regulation or a law known as a 'Blue Sky Law'?"

X

The proper financing of farms, the right kind of feeling of confidence and satisfaction among farmers will, undoubtedly, lead to increased production and thus will increase commerce in all fields of endeavor. The question of good roads is important. Good roads tend toward decreasing the cost of transportation and certainly toward an increase in production, and toward bringing farmers closer to the city.

QUESTION: "Should cities and towns, as representing financial and commercial interests, be willing to carry a full share of taxation and to issue bonds in order to improve roads and bring about any other reform that will tend to stimulate and increase farm activities of all kinds and character, realizing that agricultural production is the very backbone of all financial and commercial prosperity?"

XI

We note that farmers are organizing themselves for the purpose, as claimed, of eliminating politics from governmental purposes.

QUESTION: "Shall there be a change in the prevailing practice of political selection of state and local government officials to the end of applying business principles in the selection of all public functionaries, the ultimate outcome of which would be to discontinue the election of state, county, city and township officials by political parties and to substitute for the election of such officials the principle of the best fitted from the standpoint of individual standing and administrative ability?"

XII

Too often disaffection and discontent are caused by the lack of knowledge, the absence of philosophic thought, and plain sense of fairness.

QUESTION: "Shall our agricultural colleges, high schools and academies, especially in agricultural districts, dwell upon and teach the fundamental principles of industrial finance, practical philosophy, and a sense of fairness as applied to the business world, and continually impress the fact, based upon statistics, that the occupation of a farmer is attractive and safe as compared with that of the average business man?"

(Next month THE ROTARIAN expects to publish some answers to these questions.)

A Reconstruction Platform

The Conference on American Reconstruction Problems at Rochester, N. Y., called by the National Municipal League, presents the following platform adopted Nov. 22, 1918, for the consideration and support by all citizens who desire to see the United States in a more advanced position at the end of the war than at its beginning.

DURING the war, as measures of necessary national efficiency, numerous matters, formerly within private control, past to the control of the people. Some of these things should undoubtedly be returned promptly to private enterprise, but the American people will miss a great opportunity if they allow certain of these temporary powers to slip thru their fingers in the next few months.

1. During the war the long desired Federal Employment Service has been created and the national government has assumed responsibility for connecting employers and workers in the only right and efficient way. This service should be encouraged to extend its sphere to include the education of employers in modern principles of employment.

2. Corporations, particularly those doing an interstate business, have become a great source of federal revenue and may reasonably be expected to continue to be such. Federal control and supervision of their practices should be continued and extended for they create national, not merely

state-wide, problems. Effort should be made to free them from conflicting and ineffectual state regulations by a federal incorporation procedure.

3. The government has assumed control of railroads, telegraphs and telephones, opening the opportunity for either federal ownership with private operation, or federal ownership with federal operation, or a reorganization by economical regional systems under a method of control that will protect private capital by insuring a reasonable return, yet removing speculative and anti-social features of the private ownership of the past with its relatively feeble and negative scheme of regulation. Whichever principle is adopted is a smaller matter than that the essential features of our present control should never be relinquished.

4. The federal government has acquired by its merchant fleet and its War Trade Board intimate knowledge and capacity for mobilizing our resources for foreign trade. Factors which will be valuable in normal peace times shall be retained.

5. The Federal Government, thru its Food and Fuel Administrations and its War Industries Board, has acquired a command over basic resources which played a vital part in securing national efficiency. Every effort should be made to preserve the nucleus of these valuable agencies in such form and with such powers that we may achieve some part of that efficiency in peace.

6. The Federal Government has manifested grave interest and exerted its war powers to influence the cost of living and prevent profiteering. It should continue to exert its peace powers toward the same beneficent end.

7. The Federal Government has concerned itself effectively in the problem of housing industrial workers and has placed upon a new basis of prestige and authority the American movement for garden cities and suburbs. Its interest in this aspect of the welfare of the workers and the efficiency of industry should not now lapse, but the Labor Department Bureau of Industrial Housing should be continued and its powers broadened to include educational work and research into our vast industrial housing problems.

8. As a measure of protecting the effectiveness of its soldiers and industrial workers, the Federal Government has found it necessary to use its influence with local governments regarding moral and health conditions. Such federal interest in local governments should not lapse, but should result in the continued attack upon vice problems by the Public Health Service and in the formation of a Federal Bureau of Municipalities in the Department of the Interior to collect and distribute information on municipal problems.

In short, we, as a people during the next few months, must vigorously hold the ground we have gained during the war.

Personal Power

By Herbert H. Stalker

John Renwick and his partner, Joe Joselyn, both members of the Royton Rotary Club, had just finished their Saturday morning conference and were ready to return to their respective duties when Renwick turned back.

JOHN: By the way, Joe, those were two corking speeches we heard at the dinner last night.

Dickson is a wonderful orator, isn't he?

JOE: Yes (*without enthusiasm*) Dickson is a remarkable orator. His speech delighted me for the time being, but Collins impressed me more deeply. To me Collins' speech seemed a part of him, that welled up out of his soul; while polished and eloquent as was Dickson's effort, it struck me as more of an effort or an effect—a product of his brain rather than of his heart.

JOHN: I hadn't thought of it in that light, but now that you mention it, I seem to remember more of Collins' remarks than I do of Dickson's speech. He certainly strikes one as being a thoughtful, sincere chap.

JOE: Do you know John that most of us don't go down under the surface of things that touch our lives far enough to get a true perspective? I must confess that perhaps I am overly critical in my judgment, but I have gotten into the habit of listening back of a man's speech and to reading between the lines of his written words to catch, if possible, the sound of his heart beat. And unless I can hear it pumping loudly above the throb of his brain, my heart is untouched tho my brain may pay homage to his.

JOHN: (*Laughingly*) That's a queer idea; yet I don't know but that there's something in it.

Source of Personal Power

JOE: (*Emphatically*) I'm sure of it. Watch it and see. I am not laying claim to exceptional powers of discrimination. All men unconsciously sense these differences, but not all men go far enough to analyze why a speech or an article does or does not move and influence them. I tell you, John, no man can hope to speak or write with power and force and conviction; no man has a chance to move and mold and stir to action; who does not give voice to the thoughts that spring from the very fountain head of his being; thoughts which form the controlling and guiding motives of his life; which come from that deep, inner urge that keeps a man everlastingly battling the base, and hoisting the higher and nobler impulses into proper place. And that brings us to the question we have both been studying and discussing of late—*Personal Power*.

What, after all John, is the one big thing all men strive for? Money? No! Power!—*Personal Power!*

Power to control or lead in all branches of human endeavor. Power to control a few men, or many men, to dominate or control goods, markets, combinations, organizations, states, republics, kingdoms, worlds. Since the world began men have sought first—power, personal power, for good or ill.

JOHN: (*Breaking in abruptly*) What is this? Are you rehearsing a speech to me?

JOE: (*Earnestly*) No! I'm just expressing some

convictions, but (*apologetically*) if I'm boring you, I'll just get at this bunch of requisitions; they should have been O. K.'d last night.

JOHN: Oh, no. Keep right on, Joe. I was just "kidding" you.

JOE: (*Lighting his cigar*) Well, I was about to give it as my opinion that the reason we have so few men with real strong personal power is because so few men will pay the price for it; or perhaps I should say that it is because so few have the courage and fortitude necessary to develop it.

What is Personal Power

JOHN: Now Joe, let's get down to cases. As you say, we've discussed and studied this proposition of personal power quite a bit. You've read a dozen or more books on the subject and past them on to me. But as yet we haven't settled on just what personal power is, why some men have it, while others do not; and how the men who have it, get it.

JOE: (*Frowning*) Well, I don't know that I can give a clear idea, but I'll try. I believe that personal power largely comes as a result of being absolutely true to one's convictions, without the least deviation from the course those convictions lay out.

JOHN: Gee! that's a big order for the average man. You were certainly right in saying that few men have the courage and fortitude necessary to develop it, if that is the way they must get it.

JOE: (*Thoughtfully*) Not one man in a hundred thousand, John, not one man in a hundred thousand! Yet here we all are,

millions of us, straining and tugging and teaming and toiling for power of one kind or another, according to our dispositions and temperaments, and falling woefully short of what we might attain, because we do everything but the one thing needful to put us across right.

The trouble is, John, we are a nation of compromisers; we straddle the fence a dozen times a day instead of vaulting squarely to one side or the other. Diplomacy, policy, evasion, wavering, all play their part in weakening our efforts and taking the punch out of our words and works.

We do not take positive enough stands. Our acts do not tally with our convictions. We believe one thing and do another, because we haven't the moral courage to back our convictions to the limit.

We set high standards and then we lower them, for expediency, first in one case, then in another, and finally altogether. We let our heads make us do things that our hearts deplore.

Bad Business Practices

Business men, for business reasons, merchandise goods they secretly despise, and professional men profane their talents by leasing them to unworthy causes.

I am beginning to believe, John, that the generally accepted "good business practice" is very bad practice; that because a thing is a good seller is not the basis on which it should be added to stock; that it should only be added to stock when it is found to measure up with the merchandising convictions of the proprietor or manager. Then, and then only, will that store reflect unerringly the policy and spirit of its directing head, who in the last analysis makes or breaks its reputation. Then, and then only, will that store and that man rise to a powerful place in the community, because the goods placed on sale square with the owner's convictions. It is not necessary that people should have a close personal acquaintance with the owner. There will be something about that store, undefinable, I admit, that will make it a great store, because a man of power is running it.

The same is true of a professional man. He cannot use his talents in causes that conflict with his personal convictions, and do powerful work, nor become a man of real power and influence.

Do I make myself clear, John? What I'm driving at is this: I believe, as I have said, that personal power comes as a result of being true to personal convictions, regardless of consequences; this brings freedom from distracting side plays and makes possible a swing straight from the shoulder that puts irrepressible power into a man's blows. (*Stops to relight his cigar.*)

JOHN: You impress me, Joe, but I hope you won't ever give utterance to like remarks in a mixt gathering. They'd think you were a reformer with a self-imposed mission to remake the world. Men don't like to be jolted out of their complacent moods, or to be reminded that they are not as big as they think they are. Enjoy yourself

"GOD'S MEN"

(Dedicated to the Men of the National Army of the U. S.)

O God of all, guide Thou my pen,
To write a song to these, Thy men;
The khaki hosts, now swinging past;
The men who heard the bugle blast.
That called them from their peaceful toil.
To save a world from Hell's turmoil.

They were our sons of yesterday;
They are Thy men, O God, today;
The stalwart men, who in their youth,
Had ever sought to know the truth,
And needed by the bugle call
To find their manhood, one and all.

And those who would, but cannot go,
Are God's men too, I'd have you know,
But those who can, and will not go—
Pity them, dear God, they'll need it so,
For when Your men shall Victory win,
Their conscience sure will smite within.

March on, God's men, to Victory straight,
An anxious world, your blows await:
Liberty's face is clouded o'er;
But soon we'll see her smile once more,
For out of all this chaos, Hell and cries,
The Brotherhood-of-Man will yet arise.

—James H. Heron, Rotary Club of New York, N. Y.

thinking these things out if you want to, but don't hand them around too freely.

Stimulating Men to Think

JOE: (*Puffing vigorously*) I can't agree with you, John. I believe men today like to have their thoughts stimulated. They get too much salve on all sides, as it is, and I believe they are as tired of it as I am. All I've got to do is to take care to make it plain that I count myself as one of them; that their needs are mine; and that what I offer is for a man-to-man discussion and not to be considered as a pedagogical essay.

The best I ever hope to do in any suggestions I may have to offer, even if they represent my deepest convictions, is to start a chain of thought. If you can get men to thinking seriously along any given line of worth-while endeavor, you are far from being a slacker to your day and generation.

You see, John, you are unconsciously falling into the very thing I am talking about. You agree with me. You and I understand each other pretty well, but you are suggesting that I refuse to unburden. Why? Because it might not be a good policy; I might not be understood; I might be criticized, etc.; because some fellow might say, "Who is he, to preach such stuff?" I tell you, John, you cannot stifle self-expression and continue to grow either in knowledge or in power. You've got to give out or you cannot keep on taking in. (*Turns to his work.*)

JOHN: But, Joe, do you think it possible for every man to exert great personal power? Hasn't natural talent, education, environment, opportunity and a thousand other things something to do with it? I never in the world could begin to make a speech like Collins made last night, were I absolutely 100% efficient in backing up my convictions.

JOE: All those things enter into the proposition and naturally provide for varying degrees of personal power, as well as varying kinds. And it is a queer freak of human nature that we all long to do the thing we admire in the other fellow. The business man wishes he could make a great speech or write a great book; the writer wishes he were a captain of industry; the singer wishes he could play and the player that he could sing; every man's occupation is different, and if he were only in another line he'd be much happier and make more money.

Expressing Individuality

And so we go on neglecting the highest development of our own gifts, overlooking the great fact that there is no one else on earth with just our personality, and that there is no reason why our particular individuality in our particular sphere should not be a powerful factor in business, social, civic, and national life.

One of the elements that make for personal power is in being and expressing our own individual selves as well as standing true to our convictions. It is when we try to copy or ape the other fellow that we stumble. Collins and Dickson are fine public speakers and the rest of us feel like thirty cents when we have to appear on a program with them.

But I happen to know that Dickson utterly fails as a father to his boy, whereas you, for instance, are an ideal father. And in my judgment, it's a finer thing to be a great father than a great talker.

Men of fine presence and physique, men

of magnetic and dominating personality naturally wield a greater measure of lasting personal power, if they measure up in the other qualities we have been discussing, than those who are less fortunately endowed; and they perhaps exert it far more easily than we common mortals.

Nevertheless, the fundamental truth remains the same. Every man is capable of exerting infinitely more personal power in the world than he is exercising today. And if you and I won't try of our own free will, necessity inevitably will force us to, if we expect to survive, just as it has forced men to bring about other great improvements. It is because of this that I look to see a marked increase in personal power and efficiency in the next decade. Men are now at it under the guise of efficiency, but what is efficiency but controlled personal power?

Opportunity of Rotarians

We are just beginning to realize the possibilities of the human mind. Psychologists tell us that we do not yet use one tenth of our brain capacity. Today, right now, we could do wonderful things if we had the faith, and could but sense the throbbing of the supprest brain power that awaits our unleashing.

And have you ever stopped to realize, John, what a splendid opportunity we Rotarians have to grow in personal power? If I were asked to frame a slogan or phrase to be used in connection with the name Rotary Club I would choose two words with a dash between. The first would be "Opportunity," the second "Service."

A Rotarian, of all men, John, is face to face with wonderful opportunities to grow in personal power. For every other Rotarian is his sympathetic and loyal friend, and mutual confidence is established. What more can a man ask in the line of opportunity to work out any problems? And no man needs personal power more than a Rotarian, if the objects of the club mean anything and are to be lived up to. I was reading them again this morning in the last issue of THE ROTARIAN. Here let me read them to you:

Objects of the Rotary Club

"To promote the recognition of the worthiness of all legitimate occupations and to dignify the occupation of each member as affording him an opportunity to serve society.

"To encourage high ethical standards in business and professions.

"To increase the efficiency of each member by the development of improved ideas and business methods.

"To stimulate the desire of each member to be of service to his fellowmen and society in general.

"To promote the scientizing of acquaintance as an opportunity for service and an aid to success.

"To quicken the interest of each member in the public welfare of his community and to co-operate with others in civic, social, commercial and industrial development."

I maintain, John, that a Rotarian needs about all the personal power he can develop in order to subscribe to and promote these worthy objects. He needs it to extend the influence of Rotary outside of Rotary.

While Rotary, in order to retain its strength, must adhere to a restricted membership, it will fail of its highest possibilities for world-wide service, if its membership does not spread the Rotary spirit and principle everywhere.

There can be but one member, or at best two, from any firm, but even if that firm has connected with it ten thousand other men, the influence of Rotary can be made to touch and move every one of those ten thousand.

Spreading the Rotary Spirit

And I am sometimes inclined to think, John, that we Rotarians are not spreading the spirit of Rotary outside of Rotary, as we should. I wonder if we take time to work the principles into and thru our organizations. Of course we do as far as our policy to the customer is concerned. But do we go far enough in explaining to our heads of departments and other employees why we do it and what the Rotary spirit is?

In other words, are we using Rotary as a private corporation into which the elect are admitted, or are we opening it up to all men, in every particular except that of membership? Are we smiling and cordial when a Rotarian is announced in our office, and frowning and frigid when a stranger wishes to see us?

If Rotary has opened some hard and difficult doors for us, should we not pass on the glad hand and make it easier for some other good fellow whose misfortune it is not to be a Rotarian? These outsiders, when they have had contact with us and learn we are Rotarians, must have a higher opinion of Rotary each time they meet us, or we are falling down on the job.

But I diverge. There is a still greater need today for all the personal power every Rotarian can exert; a need that rises above and beyond every personal ambition—every club ambition. It is personal power to help win the war. Before war broke out we were face to face with a modern commercial life that demanded every ounce of power and efficiency we could exert and thousands broke and went under every year unequal, seemingly, to the struggle.

Big Task Ahead

That demand is still present, plus the demand and the urgent need for enough more power to hold our mammoth commercial structure firm on its foundation with one hand, while with the other we drag the Kaiser and his war lords from the back of stricken Europe and hurl them howling to hell along side of Judas Iscariot, for they are betrayers of their people and blasphemers of God.

To do that is going to require a big increase in the personal power and efficiency of every last man of us. And as I look at it, John, we who must remain at home can exhibit no higher form of patriotism than to increase our capacity for more intelligent and productive labor; truer and larger sacrifice; sustained and unwavering courage and confidence; instant and loyal obedience to the government in its every request, without grumbling and destructive criticism.

And we'll measure up to this, John, we'll measure up. For notwithstanding the facts we have discussed today—notwithstanding that we are just beginning to tap our resources of personal power, we Americans have always stood for the right, and seeing it, have done it.

(Note: The foregoing was read at the Seventh Rotary District Conference at Zanesville, Ohio, in March, 1918. Herbert H. Stalker is a member of the Rotary Club of Toledo; he is an advertising counsellor.)

THE ROTARIAN'S OPEN FORVM



The columns of this department are open to the readers of the magazine for the discussion of questions of general interest or vital import. Raise new questions; agree or disagree with those already raised; put your thoughts into writing and send them to the editors; but please be brief, so that a larger number of contributors may be given the opportunity to be heard.



Congratulations From Phoenix

Phoenix, Arizona.

A representative of the Phoenix Rotary Club, I am sending to the editor of THE ROTARIAN a message of friendship and esteem in which every member will claim a generous share. Your splendid achievement in the production of the excellent "magazine of service" commands our constant admiration. To you, and to those associated with you, in the good work, we tender our tribute of congratulatory expression.

And I consider the offer of felicitation well-timed. Entering, as we are, the arena of a new year's activity, we may well take note of what was, and is, and what may be, and it is wise to regard thankfully, the successes of the past, linking with such thought the future's untried opportunity.

In the retrospect there appears much wherein we who are of Rotary may rightly find satisfaction. There is no time or space for detailed enumeration in this writing, but the balance sheet of the year just gone will show substantial profits: not in the form of perishable assets: rather the gain resultant from giving. We have profited inasmuch as we have served.

All that we have given to Rotary, of effort and enthusiasm, has been returned to us in generous measure. Natural it is that we should contemplate, with profound gratitude, the helpful influencing brought to pass by the bond of comradeship uniting us. And it is manifest to all that THE ROTARIAN stands as a potent agency in the promotion of our united interest.

I fancy you are ready to cry "hold, enough." No doubt, I have exceeded my right as a correspondent. It is a pleasure to have this bit of communication with you, tho the things written may seem of small import to the casual reader. But one's best thoughts do not always lend themselves to ready expression and I maintain that the man who thinks and writes of Rotary—its aims and its interests—has an inspiration than which earth affords no better. The utterance may be faulty, but the ideal loses nothing of its supremacy because of the exponent's incompetence.

Let me offer, in closing, a renewed assurance of friendliness and regard. May this year have in store for you an abundant bestowal of all that shall make for happiness and attainment.—*Russell Freeman, Rotary Club of Phoenix, Arizona.*

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The American's Adaptability

PERHAPS the secret of the tremendous power of America in its undertakings is found in the American's adaptability. He seems possessed of a spirit which enables him to focus his en-

thusiasm upon any matter to which he directs his attention.

The Statesman is impelled to these remarks by the spectacle of the local Rotary club now engaged in bringing Christmas happiness into the homes of the unfortunate, an organization which for more than a year has borne a large share of the responsibilities of the city's and country's share in financing the United States Government; which furnisht a large percentage of workers for the great war work activities; and now turns with the same vigorous enthusiasm to the unpretentious, tho not less valuable contribution, of Christmas smiles for little children.

It has been a source of profound astonishment to note the instant growth to power and popularity of Rotary. It seems to us the answer lies in the character of the order. It is truly representative of the American spirit, and owes its favor not only to the unselfish character of its principles, but also to the aggressive and enthusiastic devotion of its members to their civic duties.

Were this an eulogy of Rotary, it might be pointed out that, altho the organization is less than a dozen years old, it was to this order that President Wilson confided the delicate mission of sounding out the country on the question of fusing all war-work activities, and upon the verdict of Rotary the work was undertaken and "put over" with such wonderful success. It might be noted that all over the country Rotary furnisht the large percentage of active workers in all the "drives" for funds of all description.

But this only in passing. The impression gathered from Rotary work is that it is typical of America, and that it addresses itself with the same ardor and devotion to saving the world for democracy or wiping the unhappy tears from the eyes of a little child.—*Editorial in "The Statesman" of Austin, Texas.*

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Perils of Inconclusive Peace

JUST now the question of peace is before us all. Our enemies have made repeated proposals for peace. The answer has been swift and decisive. We want no peace of compromise; and we will not treat with our foes until our victory over them is complete and recognized by all.

We are awake to the perils of inconclusive peace. Yet the pacifist is still abroad. He tells us that war at its best is an inconclusive thing, and must be settled by diplomats around a table. Our enemies are human after all, and when they make any proposal of peace we ought to stop fighting and talk it over.

I venture a word against this program of the pacifist. All history is witness to the perils of inconclusive peace.

In the year 1800 Napoleon stood in Europe for what the kaiser stands today. He made proposals of peace to England. In the Commons, Pitt opposed all negotiations. "As a sincere lover of peace," he said, "I cannot be content with its mere nominal attainment, and I will not sacrifice its reality by grasping at its shadow. There can be no peace with a despotism that is bound by no laws of faith or morality."

1814 and 1864

Pitt was overruled and Napoléon used the advantage gained to prepare for another war, and when all was ready again attackt the Allies. Premature peace led to longer war.

Again in 1814, after the disaster at Moscow, Napoleon sued for peace. This time the poet Southeby sounded the word of warning against inconclusive peace:

*"Who counsels peace at this momentous hour
When God hath given deliverance to the oppressed
And to the injured, power?
When freedom hath her holy banners spread
O'er all peoples—now in one just cause
United? When, with sublime accord,
Europe throws off the yoke abhorred
And loyalty and faith and ancient laws
Follow the avenging sword?"*

Again the warning past unheeded. Napoleon was left free, in his little kingdom of Elba. One hundred days past and he returned, again to oppress the world.

In the year 1864 there were clamors for peace in the American Civil War. The war had gone against the north and many thought it should end. Lincoln faced the election squarely on the platform of continuance of the war until the Union should be safe and the slaves free. Lincoln won the election. But he almost lost it. In a few months the South was utterly defeated. But if 200,000 more Americans had voted for McClellan, he would have won, and the sanction of success would have been given to the principle of secession, and democracy would have received its deathblow in America, if not in all the world.

These three events of history serve to remind us that where moral issues are at stake, no settlement of compromise is safe.

Greater Peril Today

We face today a far greater peril than the men of the past. Our foe is far more subtle, more godless, more powerful. The issues are more clearly drawn, and the drama is being played on a stage world wide.

When we remember that it is not just German arms we fight, but the very spirit and character of her ideals, we see the perils of half-way peace.

To Germany all our Christian ideals of political life, of liberty, of human rights, quality of opportunity, of love and justice, are negative and weak and unfit to guide a state that would be strong.

Germany's political ideal is pagan—the enthronement of the few by the power of might. A nation to win power is absolved from all moral laws. The end of government is not the well-being of the many, but the enthronement of a kultur, by crushing out the spiritual life of all peoples.

Squarely in the face of all progress stands that ideal, buttressed by a sword and by a system we call Prussian. There can be no peace, nor can the race take a single onward step until that sword and that system are destroyed.

Against this monstrous ideal and system that flaunts itself arrogantly, and looks upon free peoples as "swine," we have launched the forces of our great democracy. Our power is being felt, and our gallant lads are marching on to victory.

Now Germany asks for peace. What does she mean? Germany has always wanted peace. Four years ago she wanted it. She wanted a peace with France "bled white," England on her knees, Russia a German state, and the rest of the world bowing in terror before her arms. That would have been a peace of supine submission to her will.

German Ideals Unchanged

It is not the kind of peace she seeks now. Events have made such a peace impossible. Germany's peace pleas now are a signal of distress. The imperial power reads the signs of the times. She knows she must inevitably grow weaker, while the Allies grow stronger. She will play for time and trick the world into an inconclusive peace that is merely a cessation of hostilities, to give her breathing time to prepare for the "next war," about which she is already teaching her children in the kindergarten.

Germany's selfish will-to-power has not changed one bit since her armies first crossed the Belgian frontier. The force behind that will is weakened—that is all. The same peril that was active in a peace with her victorious, lies dormant in a peace of compromise when she has failed. "You cannot make a friend of an unbeaten bully."

Germany must be defeated and punished. She seeks to put things back where they were before. But that cannot be. You cannot recall the dead that lie buried on the battlefields; you cannot summon from the sea the murdered children; you cannot restore their purity to ravished maidens; you cannot bring back ruined treasures of art, nor restore burned cathedrals, which German barbarity has destroyed.

"The moving finger writes, and having writ,
Moves on. Nor all your piety nor wit
Can lure it back to cancel half a line;
Nor all your tears wash out a single word of it."

What Germany has written she has written. And she knows that any peace in the nature of a compromise is really a German victory. The peace she seeks is just that kind of peace which may yet turn her defeats into unexampled triumph, by leaving her unconquered.

Disaster for Human Race

Such a peace would be the last disaster of the human race. The lessons of two thousand years would be written on the sands. The millions who have died would have died in vain. The hard ascent of the race from the jungle and the cave would be to no purpose. Germany would be left free to plot again the slavery of the world. The race would be left once more to the perils of a heartless military machine, backed by lying diplomats and spies, triumphant in the thought that might makes right.

The Soldier's National Anthem

There is only one American national anthem to me, to the soldier—and I feel about it as a French officer, visiting a Rotary Club, recently expressed himself about *The Marseillaise*. They had stood to the playing of *America* and the French officer remarked

"Ah, in ze Washington Ze Star Spangled Banner, in ze Atlanta ees ze Dixie, in ze Harrisburg ees ze America. In La Belle, France, we stand for *La Marseillaise* and for nosing else, because, mon ami, beside it zer ees nosing else."

I was pacing up and down on guard duty in front of the old Spanish custom house at Manila.

The turbulent splash of the Pasig river as it dashed itself petulantly against the old sea wall seemed to be purging it of the blood of the night before.

As the first grey streaks of dawn broke over the distant palace of the Governor who was in the walled city, the rain stopped, leaving me wet to the skin, weary with the long night of vigilance and—well, I don't believe anyone else in the world ever felt hungrier.

Distant objects began to take form in the grey light, the tramp of the corporal and his welcome relief sounded as they turned the corner, and across the Pasig I saw a little dark ball slowly creeping up the old Spanish flagstaff of the Governor's palace.

As the band of the Tenth Pennsylvania sent the stirring notes of *The Star Spangled Banner* across the bay to waft the thrill of the soldiers ashore to the sailors of Dewey's fleet, the little ball on the flagpole broke and the red and white stripes for which we had offered our lives the day before rippled out into the early sunlight.

My heels clicked together, the trusty old "Krag" came from the right shoulder to the "present" as if I were on parade, and for once I willfully broke the regulations by calling out to the oncoming patrol,

"Look, Fellows! She's up over old Manila!"

And the Corporal exclaimed, "Thank God! Fall out! Three cheers for 'Old Glory.' "

That's why there is only one National Anthem for me.

That's why every soldier stands at "attention" every morning and every night in every camp, not while the band plays *America* or *The Stars and Stripes Forever*, but *The Star Spangled Banner* and the soldiers know about as much about patriotism as any of us. Anything more than this to me is either morbid sentiment or, as Shakespeare said, "Me thinks he doth protest too much."

—George F. Lumb, late Sergeant, Co. M, 9th U. S. Infantry, Rotary Club of Harrisburg, Pa.

Such a peace would be to raise the question if after all the devils that ravaged Belgium, massacred Armenia, and sank the Lusitania were not right.

It would be to confess that the ideals that moved us to enter this war were wrong in the beginning.

There falls at times on Christian nations the cross that forces upon them the solemn task of smiting not *their* enemies, but *God's*.

The founder of the Christian religion was the Prince of Peace. *But He was not a pacifist* who sat idly by and let a tyrant people override the race. His anger and His scorn at the enemies of justice and truth is historic. He was concerned first of all with the triumph of righteousness. Enthroned evil was a thing impossible in His vision. He was "first King of Righteousness, and after that, King of Peace." He never advocated a peace that encouraged the wrong-doer in his wrong.

War Against Evil

Wherever evil is, there God wages incessant warfare against it, and so do all godlike men. When evil becomes incarnate, then we have to wrestle to the death with all its incarnations.

There neither can nor ought to be any peace with the wicked. Such a peace, compromising righteousness, would be a wicked peace. God's first concern is for the welfare of men.

To allow evil ever to triumph, in any way, is to defeat the very purposes and plans of the Almighty.

To interpret these peace intrigues of our enemies as a return of good-will; to make a negotiated peace with them; to hope for abiding peace thereby, is like seeking grapes on thorns or figs on thistles.

It would be to condemn to waste the lives of the millions who have died; to cast aside the fruits of twenty centuries; to be recreant to a trust Almighty God has put upon us; and to fasten shackles upon all the race.

Twenty-four hundred years ago, the Greeks defeated the Persians in a decisive battle and drove them forever from the soil of Hellas. On the battlefield of Plataea they erected a monument to those who had fallen in the struggle, and upon it Simonides wrote this epitaph:

"If to die nobly is the chief part of excellence,
Then to us, of all men, fortune gave this happy lot;
For, hastening to set the crown of freedom on
Hellas,
We lie possessed of praise that grows not old."

In the larger world drama of liberty which we are playing today, who among us does not covet an epitaph like that!—John W. Dunning, Rotary Club of Kalamazoo, Mich.

Memorial Playgrounds

FOLLOWING the Great World War, scores of communities throughout America will no doubt spontaneously unite in an effort to show their appreciation of the war heroes by establishing some kind of memorial. Indeed it is most fitting that those who have so bravely and unselfishly served their country and civilization should be thus signally honored. Many parents, who possibly have lost an only son, will feel impelled to leave some mark or memento to the honor of their loved one. In many cases colleges, or other institutions, will take similar action.

The question naturally, what is the most appropriate?

(Continued on page 94)



THE VISION OF ROTARY

He Profits Most who Serves Best

A Rotary Talk to Boys

BOYS: In addition to presenting you with the gifts which you found at the Christmas tree, and welcoming you, I have been asked to give you a thought that you could carry away with you. I wondered what could I say that would be helpful and that you could carry away with you, and I decided to let you into a secret, a secret of Rotary.

You have noticed that one of the symbols of Rotary is a wheel—and a wheel, you know, is something that moves—that makes progress; and the important part of a wheel, you know, is the hub—that's the something about which the whole wheel moves.

And now I want to tell you about this hub of the Rotary Wheel—that something about which and because of which Rotary moves on and on, not only here in Cleveland, but all over the United States, and in foreign countries, and some day we hope in every country on the face of the globe. That something is *Service*.

This great force, Service, that we have made the hub of our wheel, did not originate with that small group of thoughtful, high minded, loyal men who started Rotary. Men have known about it and forgotten it time and time again. But for centuries and centuries nations, as well as men, have achieved greatness only in so far as they have served mankind.

How Can I Serve?

Have any of you boys ever sat down and thought and wondered, "Why does the Rotary Club take an interest in us and do things for us?" The answer to that is, that that is just one of the spokes of our wheel. We want to be of *Service* to you. Will you remember that word, "Service"? "Service," that is the hub of the Rotary Wheel.

Now, boys, will you sometimes sit down and think of this and ask yourselves, "How can I be of service? How can I be of service to my father, my mother, my sister, my brother, my schoolmates, the community in which I live, the country which protects me and guards my life and liberty and pursuit of happiness?"

You probably know a hundred and one ways that you can be of service, and find happiness thru helping and being of service to your parents, your sisters, your brothers and your schoolmates, but don't think that because the war is over, and you were born too late to offer your lives for your country that there is no way in which you can serve your country.

There is just as big a job in living—really liv-

The vision of Rotary is as many-sided as there are Rotarians. In this department appear the thoughts of different Rotarians concerning Rotary in its many aspects and in its application to the affairs of everyday life. Each article is published as the opinion of the writer and without approval or disapproval by the magazine or by the officers of International Rotary.

ing—for your country as there is dying for it—and it is your big job right now to prepare yourselves so that you can live for, serve, and protect in peace times the institutions sacred to Democracy and the principles of Life, Liberty and the Pursuit of Happiness.

You owe it to those illustrious sons of America who laid down their lives for our country and those institutions which we must now live to perpetuate for all time to come.

Prepare for Service

Prepare yourselves, I say. For we have not always been prepared and we don't say much about those times when we were not prepared. How many of you have heard of Blandensburg? We Americans don't talk about it, but it is a good thing to remember sometimes that at Blandensburg near Washington in 1814 the American army met the British army, and after a little skirmish the American army turned and ran, and President Madison and his cabinet, who came out to see the battle, ran along with the army. That night, boys, the British burned Washington. And that happened not because our men were not brave or lackt courage—but because they were not prepared.

Now, boys, this nation, thank God, has not had many Blandenburgs. It has had a splendid past. Will you help in making a splendid present, so that it may have a splendid future?

The present is yours. What are you going to do with it? Some of you will soon be 21. Will you all now prepare yourselves to think intelligently on problems confronting us as a people and as a nation—prepare yourselves to answer the arguments of the bolsheviki and the I. W. W., and fight the corrupt politicians and lawlessness whenever you meet it?

Remember, boys, that schools, debating societies, settlement houses and libraries are peacetime training camps to prepare you to serve Democracy and Mankind. So use these training camps. Prepare, boys, now to serve. Serve Democracy. Then, as our Allies lookt to our

boys in uniform in time of war as the hope of the world, so will not only men and women of America, but all peoples look to you, young America, as the hope of the world.

—Wm. Rothenberg, *Rotary Club of Cleveland, Ohio, in talk to boys who were guests of the club at a Christmas party.*

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Victory from Rotary Viewpoint

NEVER since the time when the Divine Rotarian went round the shores of Galilee, preaching the gospel of brotherhood and practicing what he preacht, have men lived such days as the present. For today we witness the triumph of those same ideals of righteousness for which Calvary's mighty sacrifice was made—those same ideals of brotherhood and service which are embodied in the meaning and purpose of Rotary. Those ideals have been vindicated with the victory of the Allied arms—but those ideals have still to become the inspiration of our lives—the guiding principles of our conduct.

Does victory mean the end of the conflict? In a sense, yes. One phase of the fight is finisht—the darkest and bloodiest phase. The Hun has been conquered—conquered at an unspeakable cost. Hearts at home are empty because graves over yonder are full. Life's fair white flower of our country's cleanest and noblest manhood has been cut down that Liberty might still flourish in our land.

Yes, the bloody conflict is over—but peace has its warfares and peace has its bloodless victories and the war of principles is not over—ideas of human conduct will still clash with one another. And here is where Rotary has to take up the challenge and carry on this other phase of the war, so that all that our comrades have won for us by their sufferings and their sacrifices shall not be lost.

The Hun Within

The Hun in Europe has been crushed. What about the Hun nearer home? Until the Hun that is hidden in the human heart is hounded out and hunted to the death, we must ever feel unworthy of the sacrifice of the past four years. That Hun is the spirit of selfishness, and while it is still alive the conflict must go on.

Rotarians! Here is our opportunity. By our toil and service we must reap and garner the crop that has been sown by our heroic brothers and watered with their life's blood. We are to carry the fight into our own commercial and political life.

What an inspiration we have to carry on when

we think of what they—the "Sacred Dead"—have done! The simplicity of their faith; the grandeur of their self-forgetfulness; the willingness of their sacrifice—oh, how these noble traits will either stimulate or shame us into higher and nobler plans of conduct.

Let us be a little more specific. In what way must we bring the warfare into the realm of business and public life? In the pre-war days the last word in human progress was "individualism". Intensified individualism was, in the opinion of many, the very mainspring of industrial advancement.

Now, within certain range, this teaching is all very well. In fact, Rotary has been defined as the expression of the faith of the modern man in himself, and no creed of human conduct must be tolerated that would tend to diminish a man's own individuality.

Dangerous Doctrines

But when we put all the emphasis on the individual and neglect the community, the doctrine of individualism is dangerous and devilish, and must be defeated. Individualism of this kind is usually summed up in the catch-phrase that we really used to think was a pretty good one to express our boasted American hustle—"Oh, here it is every man for himself and the devil take the hindmost!" The spirit of such a principle, when nationalized, is none other than the spirit of the Prussian war lord and of the vanquished foe—"Germany over all."

In the every-man-for-himself conditions of the pre-war days, there was the breeding ground for all the poisonous germs of bitter rivalry, individual and national greed and animosities; the conscience became seared in the mad rush, for no one wanted to be the hindmost.

Poor hindmost! Go to the devil! I am too busy looking after myself. Moreover, by your going to the devil or the dogs, or wherever you

America Will Fight

Tune, "There's a Long, Long Trail"
America's boys are fighting,
Fighting for the Right,
That men may live protected
Against the rule of Might;
With world-wide Justice for our Standard
Peace in every land,
America, still triumphant,
Will always firmly stand.

Chorus.
Uncle Sam's brave boys are marching
Along the trail to Berlin,
To smash the fiendish Kaiser,
In a stunt they're sure to win.
They will help the world to freedom,
With equal rights to all
The people in each nation now
In autocratic thrall.

Then rally to her colors,
Men of every clime,
Be ever true Americans
First, and all the time.
Uphold her bright and starry banner
With hearts that never fail,
America will fight forever, till
Eternal Right prevail.

—Henry F. King, Rotary Club of Boston, Mass.

please, I profit. In fact, I must increase by your decrease.

Rotarians, you do know that what I say is true, and in God's name, for the sake of our heroic dead, who gave their all that such things may not be, we must think and act and speak that a better day may dawn.

Individualism must be linked with cooperation; a cooperation that will not deprive the individual of the fruits of his own personal genius or ability—but a cooperation friendly, brotherly, an interchange of ideas, a rivalry whose object is not to beat the other fellow, but a rivalry as to which will serve most and help most.

In other words, the ideals of brotherhood and service that were conceived in the minds of the founders of Rotary have come to birth at the price of unspeakable pains of travail, and Rotarians of today must nourish and cherish these children of the new day that they become strong and enduring.

Individualism and Cooperation

And we can have both—individualism and cooperation. They are not contradictory, but complimentary. We must realize that we can be true to ourselves only when we are true to our fellowmen. The zest will not be taken out of our business life at all when we realize our business is not a means to an end—our own profit. Our business is an end in itself—the service of the community.

As our Rotary handbook puts it, when we use our business for the service of the community as our main thought, then we promote the recognition of the worthiness of all legitimate occupations and dignify all business. No matter what our "job" may be, it becomes in this new day, a vocation, a holy calling consecrated to the service of our fellows. Our brothers were big enough to give all that life held dear. Are we big enough to sacrifice some of our traditional prejudices? Charming creeds have crumbled to the dust. Be it ours, upon their ruin, to build a nobler structure of civilization and citizenship.

I realize that much that I have said sounds like mere pious platitudes. There is always danger in platitudes. But after all there is nothing new in the way of new ideals since the Galilean philosopher propounded the Golden Rule of Life.

From merely preach platitudes may the good Lord deliver us. What we want is to cash our checks. These ideals of human brotherhood are as old as the Christian era. For nineteen hundred years there have always been men who held forth the beauties of Christian philosophy, but what we want today is men to live them, to carry them out in their everyday conduct.

Victory from the standpoint of Rotary means that these ideals have been realized by many and that we who remain can realize—we can, WE WILL, realize them.

Shaping Future Plans

In the bloody fields of Flanders, by the red-dyed Ostend sea, God has shaped his purpose that the world shall be righteous. That righteousness must characterize us in all our plans for the future.

There are many details that I cannot touch upon: Matters of civic and provincial and national government—the consecration of our vote in the cause of the better day—our keeping faith with those who sleep, in our care for their widows and orphans—all these must be subjects for serious thought and action on the part of the true Rotarian.

My Ambitions for Rotary

Quality, not quantity.

Proposed members to be as good fellows as the proposers—or better.

The fact a man is a Rotarian should be sufficient credentials that he is A MAN wherever he goes.

Rotarians to give more attention to their families, and particularly to the boys thereof.

Better attendance at meetings; don't fine them for unnecessary non-attendance—drop them.

Fred L. Northey, Waterloo, Iowa, Governor of Sixteenth District in International Rotary.

Also the sinking of national prejudices, the Canadianizing of the many races who have settled in our great Dominion, the eradicating of the hyphen. This latter will be easily done, I think.

Before the war we called ourselves Irish or Scotch, or English, or Welsh, or French, as the case might be. But now a change has taken place. We are all Canadians. While not forgetting the stock from which we spring, we are proud of the new name "Canadian" without any hyphen or prefix.

Neuve Chapelle and St. Julien and Vimy Ridge and the Somme and Hill Seventy and Passchendaele have wrought the change and welded us all—whatever our ancestry—into the great and glorious and free people of Canada. And if we go forth in the spirit of that Rotarian who had no peer on earth, who went about doing good, then those of our comrades who have past into the "great beyond," looking down upon our conduct from the spirit world, shall rejoice greatly because they will know that their sacrifice was not in vain.

"Love shall proudly rule the nations after hate is burned away,
And a greater world shall cheer us in that Pentecostal day.

Love, that knows the rights of brothers;
Love that lets the weakling live;
Love, that glories in the precept that 'tis nobler far to give."

HE PROFITS MOST WHO SERVES BEST.

—Captain (Rev.) John Wesley Megaw, Rotary Club of Moose Jaw, Sask., in address before the members of his club.

Just Rotary's Way

Last week the orphans enjoyed a theatre party thru the kindness of a Rotarian who brought two special cars, gave the boys candy and took them to a theatre. He did it with the proviso that no one should know who it was. He simply said: "This is from Rotary." This same man has a number of times turned over money for some worthy charitable cause in the city and said to give the money in the name of Rotary and never let his name be known. He is surely finding out it really is true that the real joy in life is the spending and the giving for others and is finding out that Edison Ford was right when he recently told us that the only things any of us can ever really possess are the things we give away.— Toledo Rotary Club "Spoke."

A Rotarian In Italy

By V. Hugo Friedman

WHEN I left the old U. S. A. for front line work with the Red Cross canteen service, it was with one of the largest convoys that had ever sailed, up to that time. When we hit out onto the deep-blue, you could look over the bounding main at sunset and the turrets and stacks of the fleet resembled the sky line of New York City.

Interesting events—to a layman—came thick and fast. Submarine alarms, life boat drills—both day and night—the sad spectacle of seeing the body of one of our boys lowered over the side of his ship. This burial took place just at sunset.

A Submarine Gone!

And then came the crowning event of the trip. It was about 3 o'clock in the afternoon, that hour when everyone is sunning himself on deck, when a big gun boomed on the flagship and we could see the water spurt where the shell struck. In just one minute every little wasp was circling around the fleet like mad, some of them shooting off at tangents obedient to the signals of the flagship, and about every 500 yards the little fellows would drop a depth bomb. At every explosion, altho some of the bombs were dropt at a distance of a mile or more from us, the big ships would tremble. So it took no very vivid imagination to know just how far from life's pleasant journey riding on a hunted submarine must be.

The disappearing stern of one sub, as she started her disastrous journey to Davy Jones' locker, was all that was visible to the spectators, but the next morning, when the troops lined up for inspection, the adjutant read a wireless, received from the British Admiralty to the effect that "From evidence obtainable we advise that your convoy has accounted for — submarines."

When land was sighted the convoy separated and our ship docked at a certain English port whose people had never beheld a contingent of American troops. The authorities had been notified of our approach and the city was in holiday attire. As the troops came down the gang plank and swung into line for a march to the city hall, where a banquet awaited them, the school children threw flowers in their path and I saw many a sad-eyed woman rush out into the ranks, grasp a soldier's hand and exclaim, "Good luck, sir, and God bless you." Think of it! Over 16 per cent. of the inhabitants of this city were or had been in the war.

Then to France!

Then from England to France, where the most interesting event was the baptism of Big Bertha's fire for three days and then on to Rome.

From Rome to a little city of northeastern Italy and then out into the war zone by means of a military automobile. Now, no one rides in Italy except the militaire. The American army rides in Fords and the Italians in Fiats. Either one is capable of from 50 to 60 miles per hour on these magnificent Italian roads and, believe me, the military chauffeurs coax them for the limit.

I am now stationed at a big villa used as a clearing station for the wounded and sick of an entire Italian army corps. Hundreds of men are brought here each 24 hours by the Red Cross,

Italian and United States Army ambulances, before being distributed to various hospitals nearby.

We are in the very center of the war zone, just a few miles from the Piave and the Grappa Hills. You can hear the big guns easily and I assure you that a civilian, unless he be aged or one-legged, is a matter of curiosity.

As I suppose you know, one cannot write of the things that would interest most, of military incidents, of particular units, of dates or places, nor of anything that might interest the Hun. Nor can you criticize in any way. The last named restriction does not handicap me, however, as it is my opinion that any man who would criticize in this war-stricken, devastated country ought to be taken out and shot rather than censored. But I can relate two incidents which happened to me last night which may be of interest.

A Dinner Militaire

Last evening about 8 o'clock, the director of this station sent an orderly to my room and invited me to go with him to meet a colonel who had just arrived. We motored down to a large villa about one mile distant and there were ushered into a large dining hall. Seated around several tables were the colonel, a captain and 52 young lieutenants. They had just started dinner.

Courtesy, accompanied by some urging, compelled me to sit next the colonel. The only English words contained in the colonel's repertoire were "New York" and "Washington." These are good old bursgs, I must admit, but their names are not conducive to a very prolonged conversation. But just to show the colonel how finisht his knowledge of English was I promptly told him—by means of signs—punches principally—that I lived in both places, took my meals in one and slept in the other. This pleased him very much. You can imagine how my mastery(?) of the Italian language was then put to the test. When the colonel could not "get me," which was oftentimes, I pulled my little English-Italian dictionary and we workt it out, much to the amusement of his lieutenants.

Music and Acting

There was a piano in the hall and after cheese was served, one of the lieutenants played a few Italian operas most excellently; then he tried for *The Star-Spangled Banner*, on a whispered tip from the colonel. We immediately stood at attention and the lieutenants shouted "Viva Americana." Then another lieutenant played all of the allied national airs and there was a following cheer for each. Three of the lieutenants sang solos in excellent voice, after which the pianist played *Over There*. Everybody looked at me as if I was expected to go the solo route, but I kept calm and also their respect.

Then came the crowning feature of the bill. The colonel called upon a young lieutenant for a recitation, and while I could not get one word in every fifty, it was the best exhibition of acting that I have ever seen. You could grasp the story just as if he had been talking English. Later the director told me that he is considered the coming actor of Italy. He is a wonder.

The captain arose at this point—he has just

come out of the hospital, his left arm having been shot away—and presented the assembly with a bunch of chocolate that I had brought, telling them that I offered it as a token of my great esteem. Then they cheered again. Seeing that the colonel was about to adjourn the meeting, it being then 11 p. m., I soberly arose and in six well-chosen Italian words, which I had been rehearsing for ten minutes, told them that I wanted to drink one more toast to the "greta biga friendship between America and Italy," which assertion brought forth renewed "Vivas Amerikanas."

An Air Bombardment

I left the station about 11:30 last night and walkt down to my room, which is in a villa now occupied by the officers of the aero squadron, the unit which protects this sector from air raids. Just about the time that I had gotten the "pale blues" on and was preparing to unfurl the mosquito bar I heard a sound very much like the fluttering of mighty wings. Being a newcomer here and not very well up on affairs militaire, I wandered over to the window, thinking perhaps the Italian army possest an angel squadron, when something began to give a long whining whistle, which lasted for about five seconds, then a thud, and then—as Sherman might have said—hell broke loose. A terrific explosion occurred just about 500 yards from my villa and the echo of that bomb hadn't gotten a good start toward Rome before you would have thought the Battle of Gettysburg was being fought over.

Four batteries of 3-inch guns—of whose presence I had no previous knowledge—began to boom out shrapnel; little rapid-fire guns, that you see on all the higher buildings in the war zone, began to patter, patter, like bunches of big fire crackers; and five searchlights began to comb the sky for the Austrian. Well, fellows, you could imagine that Hun climbing, for shrapnel was bursting all over and the sky lookt like it was inhabited by an army of fireflies. It was the first real raid they have had at this point in a month's time, but they were up and ready for the gentleman. But he did have some nerve, for with all this discouraging reception, and tho Italian planes began to hum in pursuit, he continued on down the valley and dropt three more bombs on and near a town below here before wending his way back across the Piave.

No Damage Done

Not one of these bombs caused a casualty or hurt an important building. I may say that he might as well have hit me. I have watched these raids in the distance for three nights now, but this is the first time I have been "at home" to one. There are two things you never forget. The hum of a rattlesnake and the whine of a falling bomb.

I am expecting and hoping to go up on the Piave next week for work along the front, and while interesting things are barred from the mails I hope to bring a bunch of them back with me for expression after victory and peace.

V. Hugo Friedman, Lieut. American Red Cross, Member of the Rotary Club of Tuscaloosa, Ala.

A Little Bird Said That



*Col. F. W. Galbraith, Jr., on Horse Presented to
Him by Cincinnati Rotarians*

COL. F. W. GALBRAITH, JR., OF THE 147TH (Ohio) Infantry, has been decorated for bravery in action. On September 29 near Iviers, in the face of an impending counter-attack he entered the front lines under a murderous fire and by the precision of his orders and the inspiring courage of his example reorganized his command and took over the command of other units whose officers had become casualties or had been separated from their commands. Altho he was hit by a shell he would not be evacuated and successfully reorganized his position. Colonel Galbraith is a past vice president of the International Association and a past president of the Rotary Club of Cincinnati.

(R)

ROTARIAN ERNEST W. TICKLE OF LIVERPOOL, Eng., son of the late Gilbert Y. Tickle of Liverpool, who was well known to the Rotarians of the United States and Canada because of his frequent trips to these countries, was in the hospital from April 13th to October 16th, when he was given an honorable discharge from the army on grounds of being no longer physically fit for the service. However, his disability will not be permanent—his breakdown having been due to trench fever, influenza, and general run down condition. Good rest and good food will put him back in shape in a short time, he says, and he hopes to be back in business life very soon, and to visit the United States.

(R)

ROTARIAN S. A. CAMPBELL, SECRETARY OF THE ROTARY CLUB OF LOUISVILLE, KY., HAS RECEIVED NOTICE THAT HIS OLDEST SON, FIRST LIEUT. S. A. CAMPBELL, JR., GAVE HIS LIFE FOR LIBERTY ON NOVEMBER 1st, PRESUMABLY AT ARGONNE WOOD.

(R)

ROTARIAN BOB MORTON, PRESIDENT OF THE ST. LOUIS ROTARY CLUB, WAS HONORED BY HIS PROFESSIONAL ASSOCIATES RECENTLY BY BEING ELECTED

president of the Life Underwriters Association of St. Louis. Morton also has been placed at the head of the membership committee of the St. Louis Chamber of Commerce, a very important post.

(R)

HOWARD H. HAYS OF THE CHICAGO (ILL.) ROTARY CLUB (formerly of the Salt Lake City [Utah] Rotary Club) is now manager of the National Parks Bureau of the United States Railroad Administration, with headquarters at 226 West Jackson Street, Chicago. This bureau has charge of serving and developing rail travel to the National Parks and Monuments. As a long-time resident of Salt Lake City, Howard is in a position to advise Rotarians with reference to their plans for the next Rotary Convention at Salt Lake in June and trips to Yellowstone and other National Parks.

(R)

ROTARIAN WILLARD JILLSON OF SYRACUSE, N. Y., AT A DAY'S NOTICE, LEFT FOR FRANCE TO HELP IN THE RECONSTRUCTION OF THE TELEGRAPH SYSTEM. THIS MAKES TWENTY STARS ON THE SYRACUSE (N. Y.) SERVICE FLAG.

(R)

CHARLEY WHELAN OF THE ROTARY CLUB OF MADISON, WIS., AND ONE OF THE MOST POPULAR SPEAKERS OF THAT CLUB, HAS COMPILED SOME OF HIS PHILOSOPHIC OBSERVATIONS AND HAD THEM PRINTED IN AN ATTRACTIVE BOOKLET UNDER THE TITLE *HE THAT SEEKETH FINDETH*. IT IS A SUCCESS ESSAY WHICH CONTAINS MUCH GOOD ROTARY DOCTRINE AND MUCH THAT WILL BE OF INTEREST AND HELP. THE AUTHOR OF THE BOOKLET, ACCORDING TO THE TITLE PAGE, IS CHARLES ELBERT WHELAN; THAT'S CHARLEY WHELAN OF MADISON.

(R)

ROTARIAN S. W. TRAYLOR OF THE TRAYLOR ENGINEERING AND MANUFACTURING COMPANY, AND A MEMBER OF THE ALLENTELL (PA.) ROTARY CLUB, LEFT FOR FRANCE EARLY IN JANUARY ACCCOMPANIED BY A NUMBER OF HIS BEST ENGINEERS, TO LOOK AFTER RECONSTRUCTION WORK IN CONTINENTAL EUROPE. HIS CONTEMPLATED TRIP WILL ALSO INCLUDE A TRIP THRU GERMANY.

(R)

A. R. MCFARLANE, GOVERNOR OF THE TWENTY-SECOND DISTRICT IN ROTARY, WAS AN INFLUENZA SUFFERER BUT HAS RECOVERED AND HAS MADE A TRIP TO PORTLAND TO FORMULATE THE PROGRAM FOR THE NORTHWEST CONFERENCE TO BE HELD THERE FEBRUARY 27 AND 28.

(R)

THE ROTARY CLUB OF LIVERPOOL, ENGLAND, HAS LOST THRU DEATH ONE OF ITS MEMBERS, LIEUT. F. J. BRADBURN, WHO WAS A MEMBER OF THE R. A. F., AND CONTRACTED INFLUENZA FOLLOWED BY PNEUMONIA WHILE ON SERVICE.

(R)

JUST AS THE ROTARY CLUB OF DENVER, COLO., WAS ABOUT TO CONGRATULATE ITSELF ON ITS INTACT HONOR ROLL, NEWS CAME THAT ONE OF ITS BLUE STAR MEMBERS, LIEUT. J. J. McILWEE, HAD DIED AT SEA FROM PNEUMONIA ON HIS WAY HOME FROM ENGLAND.

JACK BECHTOLD, A MEMBER OF THE INTERNATIONAL SECRETARY'S STAFF, WHILE AT A DINNER OF THE WASHINGTON (D. C.) ROTARY CLUB, IN CONVERSATION WITH THE MAN NEXT TO HIM, WAS INFORMED THAT A. J. LOWNES, FORMERLY A MEMBER OF THE CHICAGO ROTARY CLUB, WAS KILLED IN FRANCE EARLY IN OCTOBER. AT THE TIME ROTARIAN LOWNES WAS KILLED, HE WAS A CAPTAIN IN THE MOTOR TRANSPORTATION SERVICE AND HAD HAD SEVERAL ACCIDENTS BEFORE GETTING "KNOCKED OFF." THE FIRST ACCIDENT HAPPENED TO HIM WHILE HE WAS ON THE FRONT ON A MOTOR TRUCK. AS A RESULT OF THIS ACCIDENT ALL OF HIS RIBS ON ONE SIDE WERE BROKEN, AND DURING HIS SOJOURN AT THE HOSPITAL, THE BUILDING WAS BOMBED BY THE HUNS AND HE WAS KILLED.

(R)

THE ROTARY CLUB OF LEAVENWORTH (KANSAS) HAS LOST BY DEATH ONE OF ITS MOST POPULAR AND HIGHLY ESTEEMED MEMBERS, ROTARIAN P. C. LYON, ALIAS "B. Z." HE HAD SERVED AS SECRETARY OF THE CLUB.

(R)

RILEY ALLEN OF THE HONOLULU (T. H.) ROTARY CLUB HAS GONE TO SIBERIA FOR THE RED CROSS. HIS MEMBERSHIP HAS BEEN TERMINATED FOR THE TIME BEING, BUT THE HONOLULU ROTARIANS SAY THEY WILL NOT LOSE MUCH TIME IN REINSTATING HIM WHEN HE RETURNS.

(R)

ROTARIAN W. K. HATT OF LAFAYETTE, IND., HEAD OF THE SCHOOL OF CIVIL ENGINEERING AT PURDUE UNIVERSITY, HAS BEEN OFFERED A POSITION ON THE COMMISSION TO TAKE CHARGE OF THE EDUCATIONAL WORK PLANNED FOR THE AMERICAN SOLDIERS IN FRANCE. DR. HATT HAS BEEN ASKED TO DIRECT THE CIVIL ENGINEERING PHASE OF THE EDUCATIONAL WORK.

(R)

ROTARIAN W. L. HANSON OF BURLINGTON, IOWA, WAS PRESENTED WITH A WRIST WATCH BY HIS FELLOW ROTARIANS FOLLOWING HIS RETIREMENT FROM THE POSITION OF SUPERINTENDENT OF THE CITY SCHOOLS TO SERVE AS A MEMBER OF THE U. S. EDUCATIONAL COMMISSION TO EUROPE.

(R)

GEORGE W. DUFFUS, FORMER PRESIDENT OF THE ROTARY CLUB OF PITTSBURGH, PA., WHO HAS BEEN ACTIVELY ENGAGED IN WAR CAMP COMMUNITY SERVICE WORK IN PHILADELPHIA, HAS BEEN MADE EXECUTIVE SECRETARY OF THE PITTSBURGH BRANCH.

(R)

ROTARIAN RUSSELL T. KELLEY OF HAMILTON, ONTARIO, HAS BEEN APPOINTED GOVERNOR OF THE FOURTH ROTARY DISTRICT, TO FILL THE VACANCY OCCASIONED BY THE DEATH OF S. A. LUKE.

(R)

New Club at Bournemouth, England

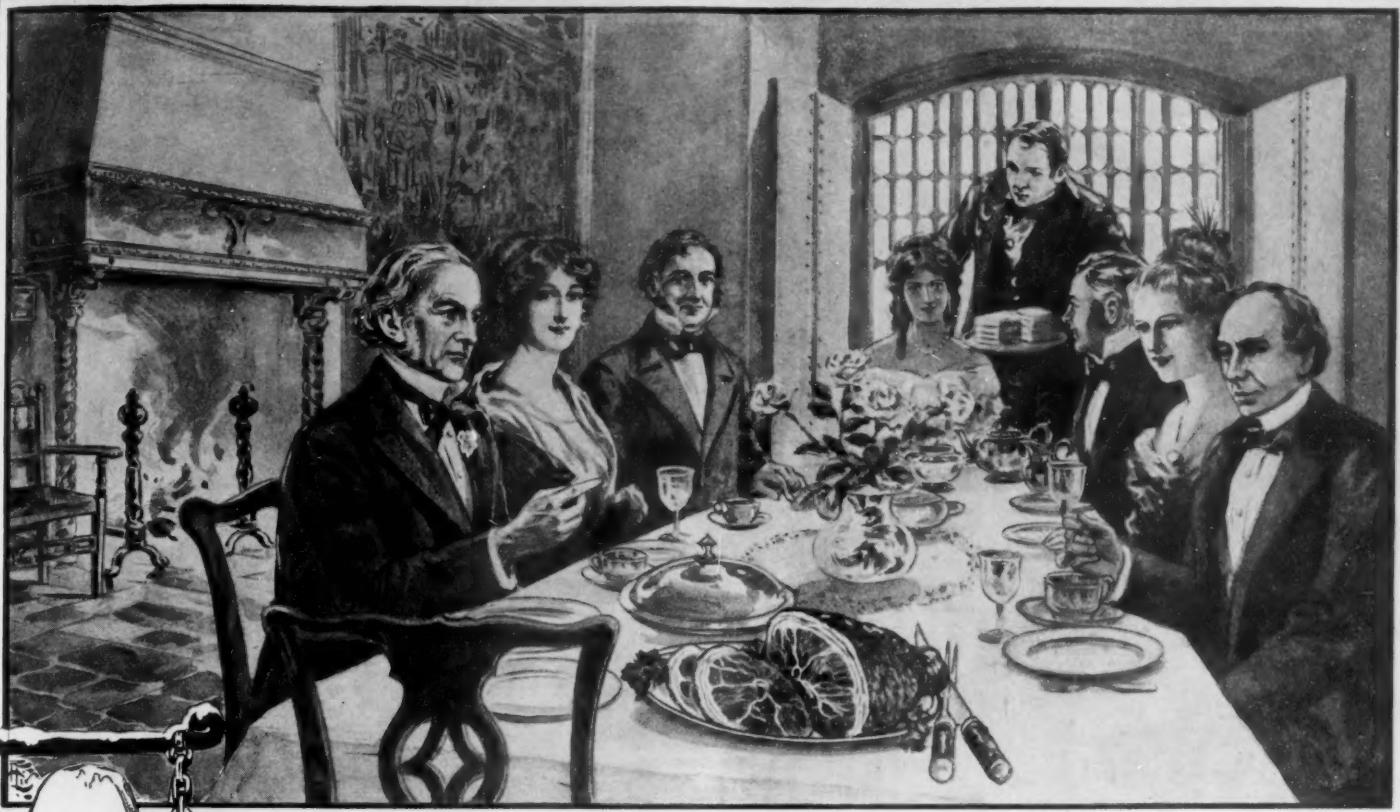
Secretary Thomas Stephenson, of the B. A. R. C., writes that the twenty-second Rotary Club in the British Isles has been organized with 50 members. The organization was completed in November, 1918. Frank Ibbett is president and A. E. Morgan is secretary. Secretary Stephenson says that the application for affiliation will shortly be forwarded to Headquarters.

(R)

New Club at Clayton, N. M.

A letter was received at Headquarters 26 July, 1918, written upon stationery of "The Clayton Rotary Club." That was the first intimation that any of the International Officers had that a Rotary club was being formed there. H. R. Mills, representative of the Redpath-Horner Chautauqua, was very much interested in the Rotary and

(Continued on page 78)



W

HEN Gladstone and Disraeli were just entering upon their parliamentary careers, Morrell's Yorkshire Hams had already acquired fame. The delicacy and flavor of these hams was frequently a theme for discussion among the epicures of London.

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Rotarian, T. Henry Foster,
Vice President and Gen. Mgr.

Sioux Falls, S. D.
Rotarian, W. H. T. Foster,
Secretary-Treas. and Mgr.

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GRAND RAPIDS, MICHIGAN

NINTH DISTRICT CONFERENCE GRAND RAPIDS, MICHIGAN

February 6th and 7th.

THE Grand Rapids Rotary Club is to have the pleasure and privilege of entertaining the Ninth District Rotarians on the 6th and 7th of February, 1919.

Preparations have been under way for some time to make this convention one that will be really worth while for the Rotarians in this district a conference that will mean more than simply getting together for good fellowship, although this of course, will not be overlooked.

Speakers of national prominence will be in attendance and will deliver messages that are intended for the business man whose face is toward the future. Prosperity is ahead for America, if American business men will be as courageous as the American army has been. While this is not to be a war conference, it is to be a conference that will consider, as its most important topic, the business conditions of the country during the reconstruction period.

The general sessions of the conference will be divided into three groups and will consider the following topics:

1. Industrial Relations.
2. Good Roads and Motor Transportation.
3. Development of Export Trade.

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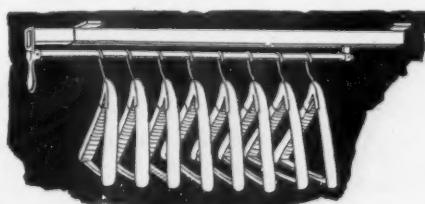
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Delightful Atmosphere—Maximum of Comfort at Minimum Cost.

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Operators

Fred Z. Pantlind, Rotarian

Club News

(Continued from page 70)

when he learned that others in Clayton were also interested he seized the opportunity to organize a Rotary club. District Governor McFarland was immediately informed of the situation and he appointed John Tombs of Albuquerque as his special representative to investigate. Rotarian Tombs' report was favorable and after the adjustment of a few minor irregularities in the charter list, the application for affiliation was presented to the Board for consideration. The club was organized on 23 July, 1918, with the following officers: Carl Eklund, president; M. C. Johnson, vice-president; Simon Herstein, treasurer; and H. R. Mills, secretary.

—R—

New Club at Morgantown, W. Va.

Robert R. Wilson, Rotarian of Clarksburg, W. Va., reports the organization of the Morgantown Rotary Club on 9 December, 1918, the sixth club that he was instrumental in instituting. In order they are: Cincinnati, Ohio; Clarksburg, W. Va.; Fairmont, W. Va.; Buckhannon, W. Va.; Weston, W. Va.; and Morgantown, W. Va. Rotarian Wilson acted as District Governor Blue's special representative in the organization of the Morgantown club and F. S. Glasscock acted as chairman of the organizing committee. The Rotary Club of Morgantown was organized with 60 charter members, at a banquet attended by 125 Rotarians, including large delegations from Clarksburg and Fairmont. Rotarian Wilson believes the organization of Morgantown will complete a chain to bind into a strong bond of fellowship and cooperation the leading towns in the fast growing Monongahela Valley, which have been rivals. The following have been elected officers: F. S. Glasscock, president; Dr. I. C. White, vice-president; Ralph C. Hess, secretary; R. S. Reid, treasurer.

—R—

New Club at Palm Beach, Fla.

The business and professional men of Palm Beach determined to organize a Rotary club last year and held regular luncheons for several months. Finally they made application for affiliation thru District Governor Gay. C. C. Chillingborth, a lawyer of Palm Beach, was the principal factor in having the club organized. He was elected president of the new club which has 38 members. Jules M. Burguiere is vice-president; H. E. Robinson, secretary; and M. E. Gruber, treasurer.

—R—

New Club at Rock Hill, N. C.

About one year ago D. B. Johnson, O. K. Williams and J. D. Roddey decided to organize a Rotary club in Rock Hill, S. C. After making the proper application, O. K. Williams was appointed chairman of the organizing committee, but there was delay in getting the organization completed until David Clark of Charlotte was appointed District Governor Rondthaler's special representative to complete the organization work. The permanent organization meeting was postponed from time to time on account of the influenza epidemic but was finally held on 12 December, 1918, when the following were elected: President, David Bancroft Johnson; secretary, P. Wylie Spencer. The club has 28 charter members.

—R—

New Club at Rutherford, N. J.

Passaic, New Jersey, has a committee on extension work. C. F. McCord is chairman of

that committee and he and President John M. Campbell were responsible for the organization of a Rotary club in Rutherford. Robert A. Brunner was appointed chairman of the organizing committee on 7 October, 1918. About a month later the club was ready for the permanent organization meeting, having selected 16 charter members. Weekly luncheons were first held on 14 September and were continued regularly until the permanent organization. The following were elected officers: Robert A. Bruner, president; F. S. Dickenson, vice-president; Charles A. Van Winkle, secretary; and William Black, treasurer. Application for affiliation has been received.

—R—

New Club at Sault Ste. Marie, Mich.

On 12 October, 1918, Secretary George W. Rowell, President James H. Kaye, and William Wright, Rotarians of Marquette, Michigan, visited some of the leading business and professional men of Sault Ste. Marie, Michigan, and talked to them about Rotary. Rotarian Wright remained at the "Soo" for a few days and took luncheon with 11 men, when the nucleus of another Rotary club was formed. Rotarian Rowell was appointed by District Governor Gage as his special representative but he later resigned in favor of James H. Kaye, who supervised the organization work until it was completed. John P. Old acted as chairman of the organizing committee. At the permanent organization meeting held 3 December, 1918, ten Rotarians from Marquette were present altho it was necessary for them to take a train at 4:00 in the morning and be gone from their homes until the following midnight. The club has 16 charter members and the following officers: John P. Old, president; Ernest L. Pearce, vice-president; Edward Stevens, secretary; Albert E. Archambeau, secretary.

—R—

Recently Affiliated Club

The Janesville (Wisconsin) Rotary Club has been elected to membership in the Association since the last report was published in THE ROTARIAN.

O Mither O' Mine

Tho in a little old house, remote and alone,
Your thoughts unsung and your deeds unknown,
You lived your life in the auld lang syne
You still are remembered, O Mither O' Mine!

O Mither O' Mine! In those days of old
Your smile was brighter than sunlight's gold,
And tho the sun of your smile has set
The warmth of its brightness I dinna forget.

I dinna forget that your smile was your praise,
That it turned sorrow to joy and nights into days;
I dinna forget how at day's decline
Your kiss and your prayer healed each grief o' mine.

Every grief o' mine was as much your care
As it was of my joys to have your share.
I speak but your name and visions arise,
Of years that were censors bearing incense from Paradise.

Incense from Paradise is your love to me yet.
Such love, O Mither, I woudna forget;
I woudna, I canna, for your love was to be
Mine, thru life and thru Eternity.

—“Bill” Mann, Rotary Club of Council Bluffs, Iowa.

Montevideo Red Cross Work

The Rotary Club of Montevideo, Uruguay, took a leading part in a whirlwind campaign for the Red Cross, the results amounting to \$600,000, which was turned over to the allied warring countries for Red Cross work. Practically all of the leaders and officials in the drive were Rotarians and the first South American club has cause to feel proud of its achievement.

—R—

Rotary in the British Isles

(A Letter from Stephenson)

Edinburgh, Scotland,
November 27, 1918.

WHEN I promised Friend Kellar to write him a monthly letter for THE ROTARIAN on the doings of British Rotary, I had hoped to begin the good work sooner. I got back safely in September, as American Rotarians have doubtless heard—and for which I personally was extremely thankful, for I had no desire to encounter any more submarines.

But on arrival I was met with a pile of work, some travelling had to be done, and at the end of October I was caught with the prevailing epidemic and put *hors de combat* for two weeks. I had intended to write to the very many good fellows who had shown me so much kindness on your side, but even that has been neglected, though I hope to overtake most of these before Christmas.

Having got this personal note off my chest, I will drop the first person singular and tell you something about British Rotary.

Vacation months and influenza have between them interfered somewhat with extension work, but this is now going ahead. Before the cessation of hostilities we established a club at Bournemouth, which has now 50 members and is affiliated. The President is Frank Ibett, and the Secretary is A. E. Morgan, Grosvenor Garage, Poole Hill. The club meets on Tuesday at 1:15 (we lunch later than you do in America, but perhaps we don't get up *quite* so early in the morning) at Gervis Hall Restaurant.

The Scheme for Hospitality to American Soldiers is working well, all the clubs having taken it up heartily. I cannot say exactly at the moment how many soldiers have been entertained so far, but I know that in Edinburgh the number already approaches 100, and as other clubs have done even more, we may safely say that close on 2,000 American soldiers have already been given hospitality.

The men are usually sent out in pairs, two to each host, and they spend a week under the same roof. The local club has them at the weekly luncheon, when their names are called out and each guest stands up and shows himself. Then one or two combined excursions are arranged during the week, visits are made to theatres, and so forth.

The scheme has worked well, and the boys seem to have had a good time everywhere. On one occasion—at a Rotary lunch—one of the soldier guests said a few words of thanks to the club, and this was reported in the local paper next day.

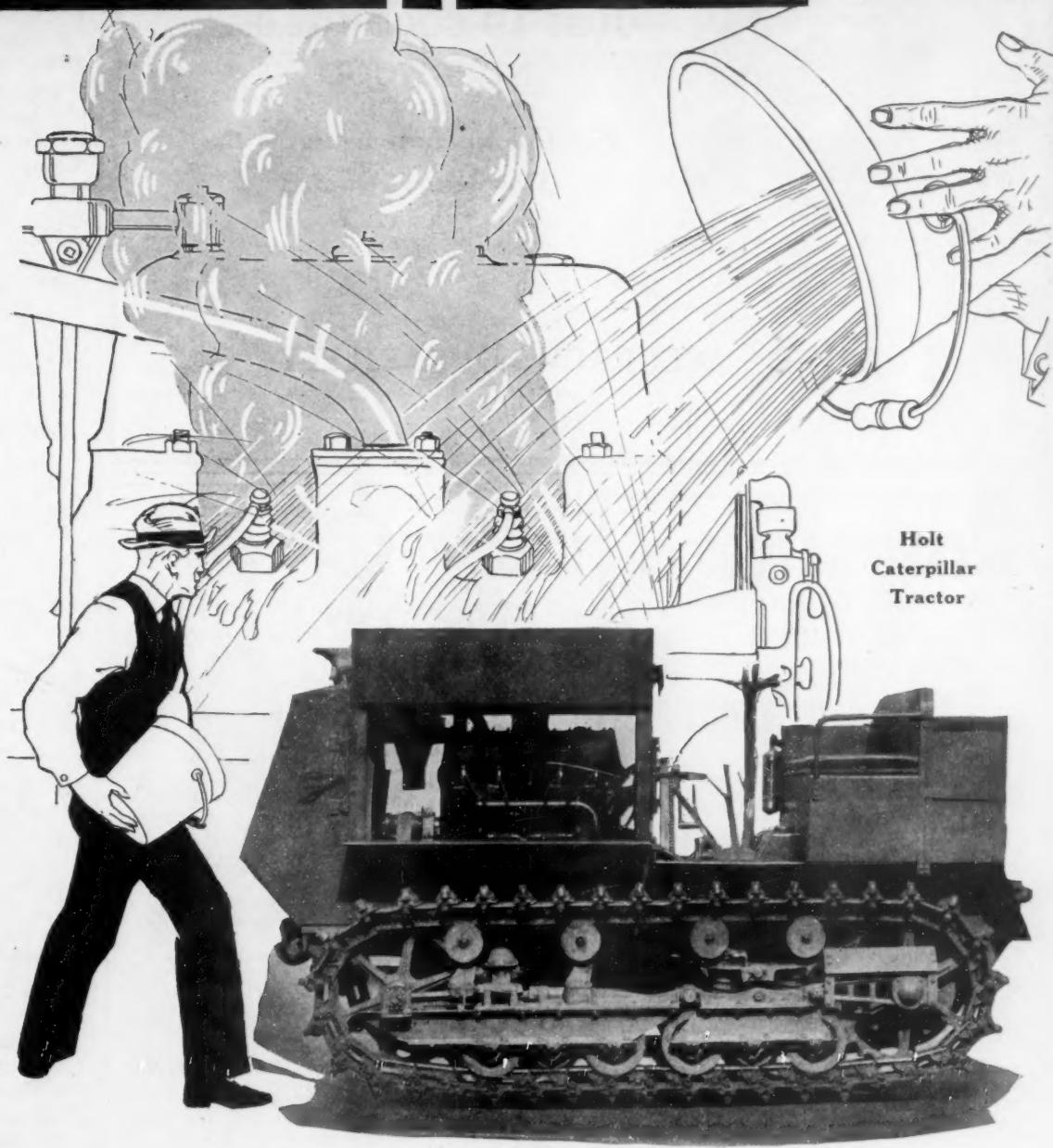
When the speaker saw his name in print—*Sergeant* — said that, etc., etc., he exclaimed, “Gee whiz! I'll send this home to mother, she'll be tickled to death”—a true American outburst by which our British Rotarians were themselves “fatally tickled”.

These boys will go home with a very different estimate of this little island and with much more



Champion

Dependable
Spark Plugs



JAS43, $\frac{7}{8}$ -18. Price \$1.00.
Champion Heavy Duty.

Win Out in Government's Severe Shock Test

At the factory of the Chalmers Motor Car Company, of Detroit, Michigan, the United States Government was conducting a most exacting ignition test on the Holt Caterpillar Tractors, used in war-work for hauling cannons, caissons, etc.

With motor at high speed under heavy load, the spark plugs at sizzling heat were doused with a bucketful of cold water.

This most severe test had not the slightest

adverse effect, the operation of the motor continued perfectly, not a spark plug "missed" even temporarily.

To withstand the brutal punishment of this test would not have been possible except for the superior quality of Champion No. 3450 Insulator.

Every motor car owner has, in this test, irrefutable proof of the hardness and efficiency of Champion Spark Plugs.

Champion Spark Plug Company, Toledo, Ohio
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St. Patrick's Well in Dublin
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historic well are drunk the world over in "C & C"
Ginger Ale.

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crispness of champagne, without the fire.

See that you have "C & C" at the Club weekly
luncheon and the monthly dinner and order in a dozen
of "C & C" for your home.

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Company
KANSAS CITY, MO.**

kindly feelings towards it, than they ever had before, and at the same time our people will form a new and a better idea of the people they used to describe as "Those turr'ble Amurr'cans". It is all for good, and if the two countries are thereby knit together in closer bonds of friendship, all the labour involved—for it has been no light task—will not have been in vain.

The glorious news of November 11th has set all British Rotary rejoicing. At all the Rotary luncheons that week the toasts were "Our King and Country" and "Our Gallant Allies—not forgetting the Stars and Stripes."

The war has proved the touchstone of Rotary—it has brought out the best that is in us—but the end of the war is the beginning of things for Rotary. There are great things before us, and we must walk warily and see that we do not go astray. And above all things we must work in harmony with one another. American, Canadian, British, Cuban, and indeed all Rotary must go hand in hand in all we do and in the maintenance of our principles.

—Thomas Stephenson, Secretary British Association of Rotary Clubs.

Club Gives "Newsies" Turkey Dinner

Three hundred newsboys of Oklahoma City, Okla., informed Governor Williams of that state they would prefer that the money which usually goes each year to give them a royal Thanksgiving Dinner be given to the Red Cross. The Rotary Club of Oklahoma City, appreciating the self-sacrifice of the newsies, decided to step into the breach and give the boys one of the best dinners they had ever had. Governor Williams and Mayor Ed. Overholzer were the guests of honor, each giving a short, serious talk to the little "street merchants."

Memorials to Sailors

The Rotary Club of Youngstown, Ohio, has named a committee to act in cooperation with the chamber of commerce in connection with the Memorial Auditorium project. The committee went on record as condemning the display of the red flag, and approved a resolution favoring wounded soldiers or their dependents for offices and other employment.

The Rotary Club of Aberdeen, S. D., has launched a movement to erect a building as a permanent memorial to Aberdeen soldiers and sailors. Action was taken to place the project before the coming session of the legislature as a community movement.

The Rotary Club of Edmonton, Alberta, has set aside three hundred dollars for the fund being raised to erect the Great War Veterans' Memorial Hall. Between the time of the appropriation and the opening of the fund subscription campaign the Rotary Club invested the three hundred dollars in Victory Bonds which later were turned over to the memorial fund officials.

Entertain Victory Boys and Girls

Realizing that sympathetic interest in the Victory Boys' and Girls' part in the United War Work Campaign would stimulate the young people to greater efforts, the Rotary Club of Buffalo, N. Y., extended an invitation to every Victory Boy and Girl to attend a double-header football game, participated in by the four leading high school teams in the city and held on the Saturday at the close of the campaign. A mammoth automobile parade of the Rotarians and

Why He Earns \$30,000 a Year

By VICTOR JONES

Who Improved His Memory in One Evening

Here is perhaps the most remarkable story of memory power—and what it will do to send a man ahead in business—that I have run across since I learned, to my own great advantage, the secret of a better memory from David M. Roth, the famous memory expert.

It is the true experience of two clerks in New York City who started together, side by side, at the modest salary of \$12 a week.

I have the facts straight from John Wesley, one of Mr. Roth's most successful pupils, who began his own business career in the same office with the two clerks, Powers and Weeks, whose story I am going to tell you.

I shall give it in Wesley's own words—as nearly as I can recall them—adding that he himself, at 32 years of age, has risen to the Treasurership of one of the best known corporations in New York City.

"Powers," said Wesley, "developed an accurate memory. Weeks was always forgetting. Powers with his dependable memory proved himself invaluable to his employers. He got on amazingly. He was always being pushed ahead. A raise in salary was to him a fixed semi-annual event."

"Facts and figures he had at his finger tips. He could always be counted on to do anything he was told because his employers found that they could count on him—he always remembered."

"Weeks, poor chap, was just the opposite—he was never sure of anything. He always 'guessed' or 'thought,' but never seemed to know."

"The man with the memory is now, a few years later, the head of a giant publishing enterprise with a handsome interest in the business and a salary of \$30,000 a year."

"The man who could not remember is now collecting petty advertising bills for a New York newspaper. His salary is about \$20 a week."

"You see the success of Powers and the failure of Weeks was largely due to one's remarkable memory and the other's inability to remember."

"I am sure this is the answer, because I had an opportunity to observe both men at close range in their daily work."

The Sequel

I saw Wesley five months later and as we were talking about the extraordinary success of the Roth Memory Course I recalled the case of Powers and Weeks.

"That's funny," said Wesley. "Do you know I ran into Weeks only yesterday in Times Square and you never saw such a change in a human being. He is in a fine new position and is going ahead fast."

"I always believed he had good stuff in him if he ever found out how to use it—but I never dreamed he would get on his feet in five short months; for the last time I saw him he was about the sorriest spectacle you can imagine. And to what do you think he attributes his new grip on himself?"

"Nothing more or less than the Roth Memory Course, which I sent him in the hope that it would bring him to."

"Not only has Weeks found his memory, but

he has become keener and more observing. He says it is a wonderful feeling to be sure of his facts, as Mr. Roth's lessons have taught him to be.

"He says he is getting to remember faces and names about as easily as his A B Cs and the same with telephone numbers and street addresses and business statistics.

"Weeks may never catch up to Powers, because he let his fellow clerk get a pretty big lead, but I am certain that in another year he will be miles ahead of the point at which he would have been had he not learned from Mr. Roth how to use the perfectly good memory that his recent experience with the Roth Memory Course proves beyond question he possessed all the time." VICTOR JONES

For obvious reasons Mr. Jones has substituted the names Powers, Weeks and Wesley for the real names of the gentlemen mentioned in this story.

* * * * *

David M. Roth began with a poor memory himself. He says that more than anything else was what set him to cultivating his own memory and working out the wonderful Roth System which has been responsible for so many thousands of improved memories all over the United States.

Mr. Roth actually could not remember a man's name twenty seconds after being introduced to him.

Yet today there are probably 10,000 people or more in the United States whom Mr. Roth has met at different times—most of them only once—whom he can name instantly on sight.

The accounts of Mr. Roth's amazing memory feats have been published in newspapers all the way from Seattle to New York. He goes into a banquet room or lecture hall and after being introduced to fifty or sixty people turns his back while they change seats. He then picks out very one by name and tells him his telephone number and business connection—for good measure.

As Mr. Roth says, there is nothing miraculous about this. Anyone can do it and the other apparently "impossible" things that so astonish Mr. Roth's audiences.

A Better Memory in One Evening

Mr. Roth's System, which he has developed through years of study, has been put into a course of seven fascinating lessons, so easy that a twelve-year-old child can learn them—yet so effective in their improvement of the memory that hundreds of business executives all over the country—by their own testimony—consider the Roth Course well nigh priceless to them.

Read this letter from Terence J. McManus, of the firm of Olcott, Bonyng, McManus & Ernst, Attorneys and Counsellors at Law, 170 Broadway, and one of the most famous trial lawyers in New York.

"May I take occasion to state that I regard your service in giving this system to the world as a public benefaction. The wonderful simplicity of the method, and the ease with which its principles may be acquired, especially appeal to me. I may add that I already had occasion to test the effectiveness of the first two lessons in the preparation for trial of an important action in which I am about to engage."

Mr. McManus didn't put it a bit too strong.

A single evening spent on the first lesson will give you the secret on which the whole Roth System is based. In that first evening you should easily double your memory power.

Just think what it will mean to you to have twice as good a memory. H. Q. Smith, Manager of the Multigraph Sales Company of Montreal, says:

"Here is the whole thing in a nutshell: Mr. Roth has a most remarkable Memory Course. It is simple, and easy as falling off a log. Yet with one hour a day of practice, anyone—I don't care who he is—can improve his memory 100% in a week and 1000% in six months."

And we could show you hundreds of other letters similar to Mr. Smith's—received in the last month alone. After a few hours with Mr. Roth's Course you will be amazed and fascinated at the new sense of confidence and power that will be yours.

You will be freed forever from the artificial memory tricks to which most of us have been slaves.

You will learn to remember instantly:

Names and Faces	Business Figures
What You Read	Statistics
Speeches You Hear	Facts
Talks	References
Business Details	Sermons and Lectures
Selling Points	Business Reports
Legal Points	Good Stories
Conversations	School Lessons
Pictures	Household Duties
History and Dates	Business Appointments
Streets and Numbers	Social Engagements

And you will find it, not hard work as you might suspect, but just as much fun as playing an absorbing game. For Mr. Roth makes the act of remembering an easy, natural, automatic process of the mind.

Send No Money

Don't send a single penny. Merely fill out and mail the coupon. By return post, all charges prepaid, the complete Roth Memory Course will be sent to your home.

Study it one evening—more if you like—then if you feel that you can not afford to keep this great aid to more dollars—to bigger responsibilities—to fullest success in life, mail it back to the publishers within five days and you will owe nothing.

Mr. Roth's fee for personal instruction to classes limited to fifty members is \$1,000, but in order to secure nation-wide distribution for the Roth Memory Course at the time above all others when Americans need all the self-improvement they can get, the publishers have put the price at only \$5.00.

If a better memory means only one-tenth as much to you as it has to thousands of other business men and women, mail the coupon today—NOW—but don't put it off and forget—as those who need the Course the very worst are apt to do. Send the coupon in or write a letter now before the low introductory price is withdrawn.

FREE EXAMINATION COUPON INDEPENDENT CORPORATION

Publishers of *The Independent Weekly*

Dept. R322, 119 West 40th St., New York

Please send me the Roth Memory Course of seven lessons. I will either remail the Course to you within five days after its receipt or send you \$5.

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Rot. 2-19

Secure an Agency for the famed

"WYLKEDIN"

SUITS, COATS & SKIRTS

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These splendid garments are made in the Scottish capital and represent the very best in Harris, Shetland and St. Kilda real Scotch Tweeds. They are beautifully finished, the tailoring being of the highest class. The importance of the name "Wylkedin" lies in this—it guarantees the garments being all pure wool.



Wylkedin Suit and Coat

THE "WYLKEDIN" TRIAL OFFER:

There is good business to be done in "Wylkedin" suits and coats in your town. To prove their selling powers, order the following trial lot:

12 "Wylkedin" costumes at . . . each \$30.00
12 " weathercoats at . . . 24.00

If you want to know more about the costumes before ordering and to inspect the latest styles, write for copy of the latest "Wylkedin" list.

ALEXANDER WILKIE

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Managing Director of the*

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Extends a cordial invitation to the wives, daughters and women friends of fellow Rotarians to stop at his hotel when visiting the metropolis unaccompanied.

There are 500 spotless rooms. Rates \$1.50 per day and up. For parties of five or more a large room at \$1.00 per day per person. A special feature is our excellent Table d'hôte luncheon at 40 cents; dinner at 50 cents.

Comfort, Convenience and Protection, all important to the woman traveler in the metropolis, are found at the Martha Washington in their highest degree.

Illustrated booklet, "Who's Who," giving the names and vocations of 227 New York women, sent Free.

THE KERCHER BATHS

Rotarians, when you come to Chicago don't fail to visit

THE KERCHER BATHS

S. E. COR. CONGRESS AND WABASH

George Kercher (Member Rotary Club) Sec'y

Bath Baths in Chicago Established 40 Years

their 10,000 boy and girl guests accompanied by the Y. M. C. A. band, to the football grounds was one of the special features of the entertainment. The quota for Buffalo was 10,000 boys and 10,000 girls, but 21,793 boys and 20,357 girls were enrolled, the amount pledged being upwards of \$110,000.

Club Gives "Big Brother" Dinner

The Rotary Club of Atlanta (Ga.) has given its fourth annual "Big Brother" dinner. As is the custom, each Rotarian hooked up with the first boy he met on the street and escorted him to the banquet, where he acted as waiter for his boy. There was an abundance of food and the kids dined luxuriously from "soup to nuts." On entering, each boy was given a paper bag containing a silk necktie, a whistle, an apple, an orange, and a number. After dinner, corresponding numbers were put in a hat and an Atlanta Rotarian drew the numbers of the winners of which there were about twenty. The prizes provided were all useful, the first being a ton of coal. The affair was considered by far the most successful of the four "Big Brother" dinners given by the club.

New Club Publications

The Rotary Club of Winnipeg, Man., after getting out two issues of the new club publication under the title of the "Rotary ?—", has succeeded in landing a clever name for their weekly. It is called the "Rotary Whizz," and instead of "Personals," it has "Whizlets."

The Danville (Ill.) Rotary Club has instituted a new club publication which is called "The Danville Rotary Dinner Horn," a "spasmodic effort."

The Rotary Club of Spokane, Wash., has inaugurated a new club publication called "Graphite." The editor, who prefers to remain anonymous, says it "is perpetrated on our patient and long suffering membership with the hope that it may at times contain something which will lubricate the wheels of Rotary and avoid friction."

Good Attendance "Stunt"

The Lincoln (Nebr.) Rotary Club pulled off a good attendance "stunt" at a recent meeting. The membership arranged alphabetically by name was divided into groups of eights, making twenty-four tables, eight at a table. The idea was to get the most members out to the luncheon possible. For instance, if table No. 1 had only five members present and table No. 2 had eight members, table No. 1 paid for table No. 2's dinner.

District Club Officers Meet

A meeting of the officers of the clubs in the Second District of Rotary was recently held at Haverhill, Mass. About thirty-five delegates were in attendance and District Governor Wm. C. Bambrough presided. Arrangements for the District Conference which is to be held in Worcester, Mass., some time in February were discussed and the importance of attending the tenth annual Convention to be held in Salt Lake City, Utah, next June was emphasized by Rotarian Bambrough. Rotarian Albert S. Adams, International Vice-President, gave an address on post-war problems which set those in attendance to thinking seriously, and Rotarian Rev. John M. Phillips, secretary of the Boston (Mass.) Rotary Club, spoke on the fellowship and square-dealing of

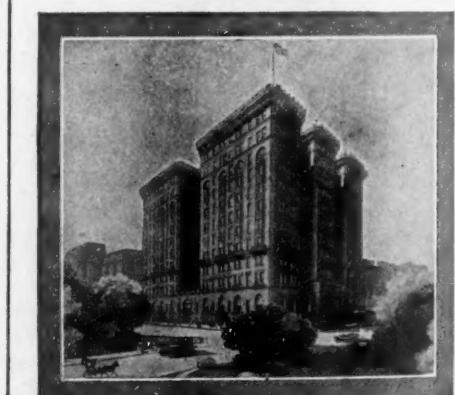
(Continued on page 84)

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Spark plugs won't work right if moisture and dust get into them. Waxed paper wrappers protect the spark! They keep in the plug the satisfaction the makers build in. Other products liable to injury from rust, moisture, atmosphere or dust are guarded by waxed paper. KVP waxed paper has hundreds of uses. Get samples and prices.

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Write me for information budget with auto map, etc., sent gratis.

Rotarian Copeland Townsend
Lessee-Director

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Allied Flags—All Sizes. Special
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Proposed Location of Rotary Headquarters at Washington, D. C.

The following is an extract from the minutes of the meeting of the Board of Directors of the International Association of Rotary Clubs held in Washington, D. C., December 5, 6 and 7, 1918:

The Board gave consideration to the matter of removing the International Headquarters of the I. A. of R. C. from Chicago, Illinois, to Washington, D. C., and

It was agreed, That, in the opinion of the members of the Board present, there are sufficient advantages to be derived as a result of the change in location of headquarters to justify further consideration of the matter at the next meeting of this Board, and

It was agreed, That the International President shall prepare a statement of the possible advantages which might accrue to the International Association if such a change in the location of International Headquarters is made, and this statement arranged in the form of a referendum shall be submitted by the Secretary to the clubs.

STATEMENT PREPARED BY PRESIDENT POOLE

President Poole prepared the following statement for submission to the clubs:

Rotary is one of the most powerful organizations in the whole world for the betterment of men and nations. Only a few years ago it was purely local, gradually extending to cities other than Chicago, where it found its birth, and later reaching into Canada, the British Isles, France, Mexico, Cuba, Uruguay, the Philippines and China, so that today Rotary is International. If we turn to the Constitution we will find, under Article Two, Section One, that the first paragraph reads as follows: "To encourage, promote and supervise the organization of Rotary Clubs in all commercial centers throughout the world."

Careful and exhaustive plans are under way for the extension of Rotary in *all* the great countries of the world. It is no longer a vision or a dream, but a hope now rapidly crystallizing into reality, and as a truly International Association its Headquarters belong in a great national capital. Rotary having first found expression in the United States, the greater part of its present organization, both as to number of clubs and membership, being in the United States, it is both fitting and proper that its permanent home should be in Washington.

There are those among us who confidently expect that our Association will some day erect a magnificent International Edifice for Rotary, where the highest representatives of all the nations of the world may meet and hold international conferences for the purpose of exemplifying the principles of the Golden Rule. What city could equal Washington, the capital of this great nation, for the location of such an edifice?

Let us not consider the proposal to move our Headquarters from the standpoint either of economy or expense. Let us not consider it from the sentimental point of view. Let us not consider it from the selfish point of view by wanting it located central to the cities of the United States only. But let us bear in mind that it *is* International in every sense of the word.

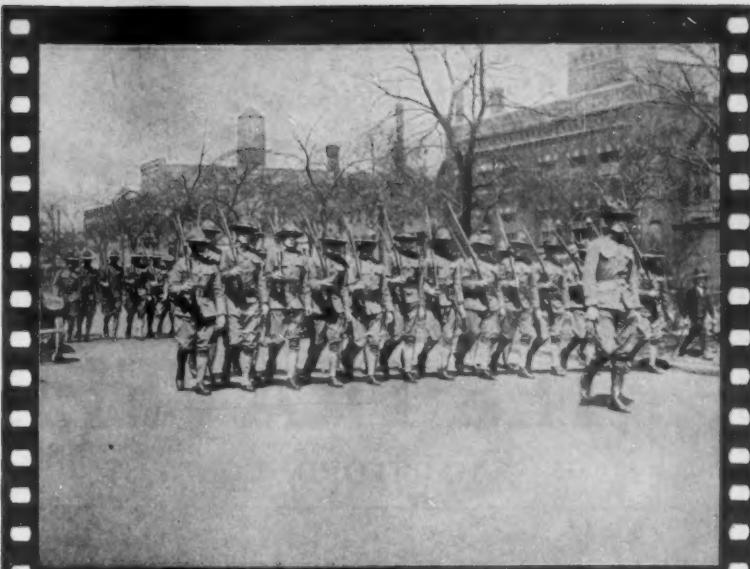
No definite action can be taken now, even tho the sentiment is found to be almost unanimously in favor of the plan.

The subject offers a splendid opportunity for consideration and discussion by the clubs. An expression of the membership of Rotary is earnestly desired, after ample opportunity has been offered to calmly and thoroly study the subject.

The International Board instructed me to prepare a brief statement to go to the clubs, with the information that the members of the Board view with favor the proposed change.

REFERENDUM

In accordance with the action of the Board stated above, each Rotary Club is requested to forward to the International Secretary its recommendation in this matter for presentation to the Board.



Scene from the Burroughs film, showing the All-Burroughs Company of Michigan State Troops

A Rotary Entertainment That Is Different

Interesting motion pictures are enjoyable at any time; a picture that can be brought into the regular lunch room and shown without fuss or special effort is sure to be a welcome feature of a Rotary Club program.

Such a film has been released by the Burroughs Adding Machine Company. It tells the story of the development of mechanical figuring in a way that is sure to be interesting. There is plenty of fun in the picture, too.

Several Rotary Clubs have seen this picture, and have given it an enthusiastic reception. If you would like to book the film for one of your meetings this winter, we will be glad to arrange a suitable date. Speak to the Burroughs representative in your city—probably he is a brother Rotarian—about getting the picture.

Burroughs offices are located
in 201 cities in the United
States and Canada

FIGURING AND BOOKKEEPING MACHINES
PREVENT COSTLY ERRORS - SAVE VALUABLE TIME
Burroughs PRICED AS LOW AS \$125

(Continued from page 82)

Rotarians. The meeting of the Second District club officers was a decided success and all agreed that the day had been well and profitably spent.

Soldiers of Camp Entertained

The Rotary Club of Hattiesburg, Miss., seeking to relieve the monotonous routine of the soldier engineers stationed at Camp Shelby, gave an entertainment for the men which was considered one of the most successful events of its kind in Hattiesburg history. Two hundred soldiers were entertained with a vaudeville and dancing program, after which refreshments were served. The building of the Soldiers' Auditorium, in which the affair was held, was financed almost entirely by the club, and, when improvements were necessary some time ago, the club raised the money from the proceeds of a lecture given by Irvin Cobb.

Briton's Tribute to McKinley

A member of the Wheeling (W. Va.) Rotary Club, in visiting the tomb of William McKinley was surprised and gratified to observe among the many floral offerings, a magnificent wreath of laurel, bearing a card with the simple inscription, "Andrew Home-Morton." Mr. Home-Morton is the president of the British Association of Rotary Clubs.

Reception Fund for Soldiers

The Rotary Club of Providence, R. I., has started a fund to be used for the reception of Providence boys in Service when they return from overseas. The fund is to be kept in the hands of *The Providence Journal* so that it may receive subscriptions from the public. Each member of the club has been assessed \$5 for this fund, Willard Lansing enthusiastically starting it off with a check for \$500.

Father of Rotary Visits Burlington

The Rotary Club of Burlington, Iowa, had the unusual pleasure of a talk from the Father of Rotary, Paul P. Harris of Chicago, Ill. The Rotarians of Burlington say that Rotarian Harris' address was wonderful, and that the meeting will go down in the history of Burlington Rotary as a red letter night.

Inter-City Meet at Jersey City

The Rotary Club of Jersey City, N. J., had its first inter-city Rotary meeting in December, attended by representatives of all the clubs of the neighboring territory. The absence of District Governor Dugan of Albany, on account of illness, was deeply regretted. After a good Rotary time, the assemblage settled down to more serious matters, among them a masterly address by Norman Angell on *What Shall We Do With Our Victory?* The meeting was a splendid success.

Oakland Has Inter-Club Meets

The Rotary Club of Oakland (Calif.) conceived a very effective method of increasing fellowship and cooperation between clubs. Since the 1918 Convention the club has visited the San Francisco, Stockton, Sacramento and San Jose clubs, the arrangements for the trips having been taken care of by the "Inter-City Rotary Club Visiting Committee." The clubs visited are scheduled to pay the Oakland Club return visits during 1919. Oakland Rotarians are unanimous in their praise of the plan and consider inter-club meetings, between the clubs in one

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That's what Rotarians tell Fred when they talk about Fred Scarff's Shaving Cream, because—this delightful shaving necessity renders the beard soft and easily shaveable—it takes the "pull" out of shaving, provided you have a reasonably sharp razor.



Fred Scarff's Shaving Cream

Is made for the salt of the earth. Rotarians are among these. Your heretofore favorite shaving cream, stick or powder is going to lose out; you'll appreciate this more comfortable way of shaving. It costs more to make than ordinary cream, yet you get a large-size tube for 35 cents at drug stores.

If your druggist does not happen to have it, send remittance to us direct and it will be mailed to you postpaid.

The Fred W. Scarff Co.
350 N. Clark St.
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Let Fellow Rotarians here, there and everywhere know you are Rotarian.

Printed in one or more colors on our extra double gummed plated paper.

Send for samples and Special Club Prices.

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Manufacturers of
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CLIFF. MILLER, Pres., Rotarian.

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state, a strong factor in strengthening the friendship, ideals, cooperation, and fellowship of Rotarians in general. The visiting club takes charge of the program. The Oakland Rotary club thinks that visiting "stunt" should be taken up by all clubs and says it will be glad to give any Rotarian any information he may wish as to arrangements, etc. Write to Clyde M. Strader, Chairman, Inter-City Rotary Club Visiting Committee, Suite 733, Hotel Oakland, Oakland, Calif.

®

Rotary Service for Soldier's Family

In this little story of service rendered by Rotarians to the family of a soldier, two Rotary clubs are involved, altho 2,000 miles separate them. One day in December Secretary E. H. Feighner of the Rotary Club of San Francisco, Calif., received a telegram from Secretary L. B. Crawford of the Rotary Club of Winfield, Kans. The message stated that two young ladies were stranded in Winfield on their way back to California after working in munitions plant in Detroit and were very anxious to get home before Christmas. They said they were sisters of a recruiting sergeant of the U. S. Marines, located at San Francisco, and that their mother lived in San Francisco. Secretary Feighner investigated, reported that the statement of the two young women was correct, and the Winfield Rotarians started the young women on their way home for Christmas.

®

Christmas Party for Orphans

The Rotarians of Toronto, Ontario, gave a Ladies' Night Dinner at which they entertained children from the Children's Hotel of the Soldiers Aid Commission. A Punch and Judy show, Christmas tree and special menu were provided for the delectation of the children, after which there was an entertainment and dance for the grown-ups. Christmas presents were provided for the ladies and toys for the children between the ages of three and ten years.

®

Empty Stocking Club

The Rotary Club of Freeport, Ill., an infant in the Rotary family, has started a "Rotary Empty Stocking Club" and has contributed as a nucleus for the fund, \$100. The Empty Stocking Club movement is similar to the Big Brother idea. The Freeport Rotarians are asking for further subscriptions thru the newspapers.

®

Help Organize Cuban Club

A large delegation from the Rotary Club of Habana, Cuba, attended the organization meeting of the new Matanzas Rotary Club which is the third Rotary club in Cuba. A fourth club is projected for Cienfuegos.

®

Rotarians Trapt by "Flu" Edict

One hundred and thirty Rotarians from Tulsa, Joplin, Carthage and other cities near Miami, Okla., were trapt in Miami without warning by the sudden descension of the influenza quarantine edict, while attending an inter-city meet in Miami. The Rotarians were the enforced guests for a fortnight of the Hotel Miami. All railway stations were closely guarded to prevent persons from breaking the quarantine and it was impossible to leave the flu-stricken city.

®

Rotarians Dig Potatos for Farmer

A farmer had given up hope of harvesting his crop, being ill, and no labor being available, but the Binghamton (N. Y.) Rotarians pitcht in and

Make Your City An Art Gallery

Would you like to see in your city and all cities and towns where your goods are sold, beautiful pictures advertising your product, designed by such well known artists as J. C. Leyendecker, Howard Chandler Christy, James Montgomery Flagg, Maxfield Parrish, or any other of the scores of famous artists?

This is only made possible by the use of lithographed posters.

With lithography, the designs of any one of these famous artists can be reproduced exactly and printed on poster paper, which is then placed on the poster panels through our organization, in a few cities or a few states, or in over 8,000 cities and towns in the United States and Canada.

When out walking or riding, you will notice poster panels which are 25 feet wide by 11 feet high. Each panel is surrounded by a green frame, and there is a white mat that separates the poster from the green frame.

Poster Advertising will help secure greater results from the advertising mediums you are now using.

We are at your service (without obligation to you) should you desire more information regarding the use of art posters to advertise your products.

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Chicago, Buffalo, Kansas City, Minneapolis, Cleveland.

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YOU ARE INTERESTED

in the doings of

BRITISH ROTARY CLUBS!

You heard at Kansas City what your British Brothers are doing. Keep your knowledge up to date by reading

"THE ROTARY WHEEL"

The Magazine of British Rotary

Subscription Two Dollars a Year—Commencing Any Time

Send your name and address and two dollars to Frank R. Jennings, I. A. of R. C., office 910 Michigan Ave., Chicago, Ill. He will forward them.

By placing your advertisement in "The Rotary Wheel," you will appeal directly to 2500 of the leading British and Irish manufacturers, jobbers, retailers. You could not choose a better medium. Rates moderate. Obtainable from Frank R. Jennings (address as above) or direct from Thos. Stephenson, Sec'y British Association of Rotary Clubs, 6 So. Charlotte St., Edinburgh, Scotland.

Style And Stability

THE OLD-FASHIONED IDEA

that dining chairs are all alike except in price is about ready for the junk heap, along with Kaiserism and Kultur and a lot of others. There's nothing in it. No doubt there is a family resemblance, outwardly, between

Charlotte Diners

and ordinary dining chairs, but the similarity ends right there. Most ordinary dining chairs have a squeak in them somewhere that can never be found, and they get wobbly in the joints, even while yet comparatively new. That's because they're not made right INSIDE and UNDERNEATH. Charlotte Diners are made twice as good as most of the ordinary dining chairs that cost twice as much. Four patented joint-locks HOLD A CHARLOTTE DINER TOGETHER AND KEEP IT SILENT as long as the wood endures. As for the wood! Gosh, that'll last forever. If you want to know more about Charlotte Diners (and here's hoping you do), write to

"Rotarian Bill Graham"

CHARLOTTE CHAIR Co.
CHARLOTTE MICHIGAN

It Cannot Give

OFFICIAL ROTARY FLAGS SHOULD FLOAT FROM the flagstaff of every Rotary Hotel and meeting place. Made in all sizes according to the official design as adopted by the International Association of Rotary Clubs. Write for particulars. Carnie-Goudie Mfg. Co., Rotarians, Kansas City, Mo.

James E. Morrison Co. Efficiency Engineers

*Shop Organization
Factory Production
and
Manufacturing Cost*

1162 Penobscot Building
Detroit, Michigan

James J. Martindale, V. P., Rotarian

KARPEN FURNITURE



The ultimate in furniture value. Good design—dependable upholstery. Assured by this mark of quality.

Sold by furniture dealers

**S. KARPEN
& BROS.**

CHICAGO
NEW YORK

Karpen
Guaranteed
Furniture
CHICAGO
MICHIGAN CITY NEW YORK

OFFICIAL CONVENTION PROCEEDINGS
NOW READY. * * SEE PAGE 89

Special Machinery

We have just completed our contracts of Master Gauges for John Bull and Uncle Sam, and are now ready to design and build anything not larger than an automobile engine for you.

DOVE-SMITH & SON, Niagara Falls, N. Y.
ROTARIANS

during one Sunday afternoon dug 100 bushels of potatoes for him and stored them away in the barn. Believing that this was real service, the Binghamton Club on the very next Sunday assisted in the same manner another farmer, who, with his family, was laid up with influenza.

Rotarians Remember

Others at Christmas

CHICAGO, ILL.: Rotarians carried Christmas cheer into the homes of 126 families, giving a Christmas dinner and clothing and toys to approximately 700 people. The food for the baskets was bought by the club and the members packt and delivered them.

BAY CITY, MICH.: The Rotary Club had 63 returned soldiers and sailors as guests at a combination patriotic and Christmas luncheon. Each of the guests was presented with souvenir gifts consisting of fountain pens, silver pencils, card cases, and pocketbooks. There was a Christmas tree and on it was a little gift for each member of the club accompanied by a limerick the reading of which occasioned much laughter.

PEORIA, ILL.: Instead of giving Christmas dinners to the poor the Rotarians of Peoria decided this year to outfit 50 poor families with clothing, fuel, and shoes.

BURLINGTON, IOWA: Poor boys and girls to the number of 240 were remembered by the Rotary Club with Christmas baskets containing toys, fruit, nuts, and candy. The names of the children were secured from the Social Service League; the baskets were packt by wives and daughters of the Rotarians; and the members themselves acted the part of Santa Claus.

JACKSON, MICH.: More than 70 families were remembered with Christmas baskets by the Rotary Club. In addition, the club gave a Christmas theater party to 1,200 children.

LAFAYETTE, IND.: The Lafayette Rotarians sponsored a community Christmas tree which was erected in the center of the city. Christmas Eve was fittingly celebrated and Christmas morning presents were distributed by the Rotarians to more than 2,500 children, rich and poor sharing alike.

OTTAWA, ONT.: The Rotary Club arranged for two community Christmas trees on the plaza. Altho the idea is new in Ottawa it was very favorably received and considered very appropriate for the celebration of the most important Christmas since the beginning of the Christian era. Later in the week the club gave a Christmas dinner to the boys living at the Boys' Home, each boy being presented with a coat sweater. This is an institution recently redecorated and refurnished by the Rotary Club, which looks after boys and finds employment for them in return for which the boys pay as they can afford towards the expense of their board. Seventy boys from this home enlisted for overseas service during the war.

PROVIDENCE, R. I.: Members of the Rotary Club played Santa Claus to children at the big community Christmas tree erected by the Rotarians in the civic center. Every child received a present. It is estimated by the newspapers of Providence that 25,000 children shared in the distribution of presents.

DETROIT, MICH.: The Rotary Club supplied shoes as Christmas gifts to 1,000 poor children. The money for their purchase was secured by voluntary contributions from the members.

DENVER, COLO.: The Rotary Club distributed Christmas baskets to 142 needy families, at a cost of about \$6 per basket. The money was secured from individual subscriptions. The baskets were packed and distributed by Rotarians. Their contents consisted principally of substantial foods.

Church Used for Hospital

Three officers of the Red Cross of Independence (Kans.) are members of the Independence Rotary Club. One of them is the pastor of the Presbyterian Church. During the influenza epidemic these three Rotarians decided to use the church as an emergency hospital. It was divided into three wards, one for men, one for women, and one for children, and continued in good service for about a month. Floyd Poe is the pastor of the church.

Rescue Home Thanksgiving Fund

The Rotary Club of El Paso, Texas, raised \$34.40 among its membership and turned it over to the Rescue Home for Thanksgiving dinners.

Hospital Room Outfitted

The Rotary Club of Sheboygan, Mich., has recently outfitted a room in the Saint Nicholas Hospital at an expense of about \$400.00, making it one of the nicest rooms in the hospital. The club has also adopted five fatherless French children.

League of Nations Conventions

During the month of February there will be seven congresses in the United States held under the auspices of the League to Enforce Peace, the purpose of the meetings being to bring before the public the arguments in favor of the organization of a league of nations. Former President of the United States William H. Taft will speak at each. The Atlantic Congress will be held at New York (N. Y.), February 4 and 5; the New England Congress at Boston (Mass.), February 7 and 8; the Great Lakes Congress at Chicago (Ill.), February 10 and 11; the Northwest Congress at Minneapolis (Minn.), February 12 and 13; the Pacific Coast Congress at San Francisco (Calif.), February 19 and 20; the Mid Continent Congress at Kansas City (Missouri), February 24 and 25; and the Southern Congress at Atlanta (Georgia), February 27 and 28.

Food Value of Fish

Some simple facts about the food value of fish are given in the *Butchers Advocate* by H. F. Taylor, a scientist of the Bureau of Fisheries. Pound for pound, he says, there are nearly, if not quite, as much protein in fish meat as in beefsteak, and fish could be substituted for all other kinds of meat every day in the year without ill effects. Oily fish, like shad, herring, and eels, are especially nutritious, affording a large quantity of fat as well as protein. Fish roe contains more protein than beef, with some fat. Fish meat is quite as easily digested as other meat, and is a suitable form of protein for sedentary workers. Practically every fish taken from pure water is fit to eat, the only objection to some varieties being toughness and coarse texture, which can be remedied by proper cooking. Sharks, for instance, furnish an abundance of wholesome meat of good flavor—there is nothing against them except they are sharks.

Where will You be in 1929?



Do You Know? Yet You Should—

There is no reason on earth why you should not live to be 85 or 90 years old or older, barring accident.

Men and women die too young because they are too careless, too lazy, too unthinking to do for their bodies what they would do for a cheap piece of machinery.

You don't wait for a machine to break down before giving it attention. You see that it is inspected regularly to prevent its breaking down. You do this because a piece of machinery costs money and to let it break down will cost you money. Yet you allow your most wonderful piece of machinery—your body—to deteriorate through neglect, you wait till it breaks down before going to a doctor, and then it is frequently too late. Yet your body is the only machine money cannot replace.

Body inspection should be had periodically. That's the only way you can expect to keep it one hundred per cent efficient.

The condition of the human body is reflected by the condition of the kidneys, through which every drop of blood in your body passes every seven minutes. The

analysis of your urine by chemical and microscopic examination gives you a true report of the condition of your kidneys. The doctor can sound your lungs and listen to your heart but he cannot sound your kidneys nor listen to your liver. You should have a urine analysis at least once every ninety days.

This is the service rendered by the National Bureau of Analysis. It is a service of such tremendous value that the small annual fee charged by the Bureau for its quarterly examinations is not even what you would have to pay a good doctor to prescribe for you once. The Bureau does more than analyze the urine specimen. Our reports recommend a diet by which you may regain a normal condition. These recommendations will halt most evil tendencies in your system and keep you healthy. The work of the Bureau is for health assurance, or better still, disease prevention.

Today the spread of diabetes, Bright's disease and other wasting diseases is growing rapidly. Men apparently in the best of health are stricken over night and die between two suns. And all these deaths, this suffering, this disease, are unnecessary. They can be prevented if taken in time. During the eight years of service the National

Bureau of Analysis has made over 75,000 examinations. Among its subscribers are the biggest men in finance, banking, industries, railroads, commercial business, lawyers, preachers, doctors, etc. These men, big thinkers and big doers, realize the value of 100 per cent efficiency and take this service to keep themselves in vigorous health at all times. Yet the life of these big men is not a bit more precious to them or their dear ones than your life is to you and your family.

This service is performed by the National Bureau of Analysis for a small fee of \$12 a year, low enough for anyone. There is NO OTHER EXPENSE, even the containers, which are sent to you regularly every 90 days, come self-addressed and stamped for return to us. It doesn't take four minutes of your time a year to know what the condition of your kidneys is and what to do to keep healthy. The service is perfectly confidential. The findings of the Bureau are a sacred confidence between yourself and the Bureau. You can subscribe for this service, no matter where you live, as the mail service is ren-

You Know This Man—Read What He Says:

"You have made it easy for the busy man to do what he should do. Time consumed not over four minutes per year, cost only the price of a small box of good cigars; benefits—the possible lengthening of your clients' lives by many years. You should have every thinking man using your Bureau, and you will if their thinkers work as well for their physical good as for their financial gain."

dered entirely by mail.

If you wish to start in AT ONCE mail the coupon below and by return mail a container will be sent to you. If you want to know more about the great work of this organization we will gladly send you fullest particulars. No one can afford to be without this service, man or woman. We do not hesitate to say that this service can save you hundreds of dollars in doctors' bills in due time.

Write today, with or without subscription.

USE THIS COUPON

FRANK G. SOULE, Rotarian, Pres.
1920-3 Republic Bldg., 209 S. State St.,
CHICAGO, ILL.

You may enter my name as a subscriber for your Life Lengthening Service for one year. You are to make a chemical and microscopical examination every ninety days during the year of my subscription and render report on same. Each report is to show comparison with previous reports and be accompanied by copyrighted Key and Helpful Suggestions. You are to keep all information reported to me strictly confidential. Annual fee, \$12.00.

Name

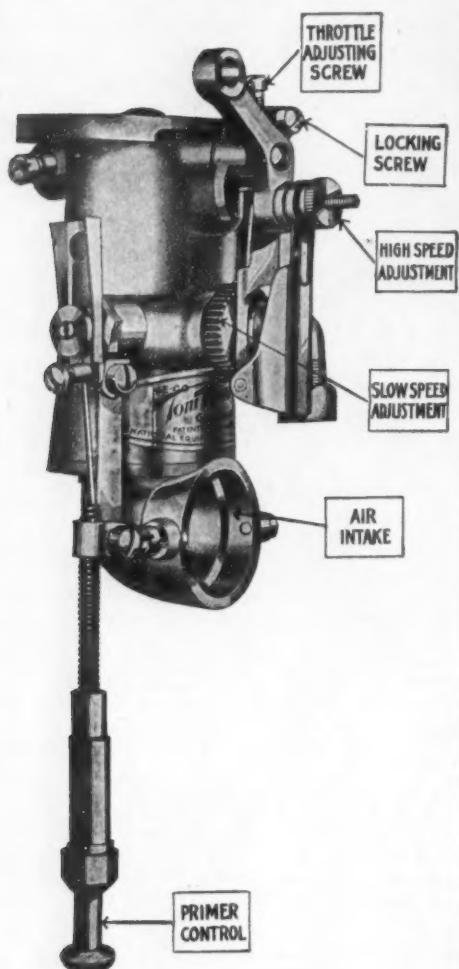
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Rd-Feb.

N-E-C-O *Tom Thumb* CARBURETER

A Midget in Size—A Giant in Power



Tom Thumb Carburetors are made to fit practically every automobile and truck manufactured, and will give equal service to each—

First, by giving more power;
Second, by giving greater mileage, and
Third, by giving greater ease in handling.

In fact, there is such a wide difference between **Tom Thumb** and all other carburetors that you can thoroughly appreciate the **Tom Thumb** only by giving it a trial. This you can do under our "**Money back if not satisfied**" guarantee.

Write for further particulars.

An excellent proposition for dealers.

Manufactured by

The National Equipment Co.

E. G. Atkins, Sec., Rotarian

123 So. Racine Ave.

CHICAGO, ILL.

THE ROTARIAN

Bringing in the Money

(Continued from page 54)

these volunteer subscribers were then published in the newspapers. So much for the general plan.

Honor Day Plan Succeeds

The chief publicity feature was as follows: On the morning of Friday, September 20th (the committee is forced to start its loan a week earlier and close one week earlier than is done on the mainland, because of the time it takes for mail to travel back and forth to San Francisco) with the co-operation of the commanding general it was arranged to have three aeroplanes from the station just outside the city make an attack on Honolulu at nine o'clock in the morning.

At a quarter before nine the fire department drove thru the city with sirens blowing—the warning of an aerial attack. At nine o'clock all the whistles in the city and in the harbor were blowing for the "barrage."

As soon as the planes were over the city, two three-inch guns commenced firing from the business district; Japanese bombs were sent up from the top of one of the tallest buildings, the bombs bursting two or three hundred feet in the air and releasing hundreds of flags, balloons, and colored parachutes. The planes had been supplied with special editions of the local papers calling upon the people to rush to bomb-proof quarters—the banks and the trust companies—and subscribe for bonds.

As a direct result of this campaign more than three thousand people subscribed voluntarily during the first two days. After the two "Honor Days," thirty-one teams of men, comprising over three hundred solicitors, scoured the city securing applications from those who had not voluntarily subscribed.

This campaign in Hawaii is an excellent example of the patriotic American spirit which permeates the Territory. The quota for the Islands was \$6,650,000 and the central committee had grave doubts whether it would be able to raise its quota. There are no war industries and an enormous amount of money has been constantly expended for patriotic purposes. However, notwithstanding the enormous expenditure and an income considerably less than in peace times, the Territory went "over the top" in six days' time with 25,039 subscribers and a total of \$8,062,650—after allocating half a million dollars to another U. S. city which had been handicapped in its own campaign and was falling short of its quota.

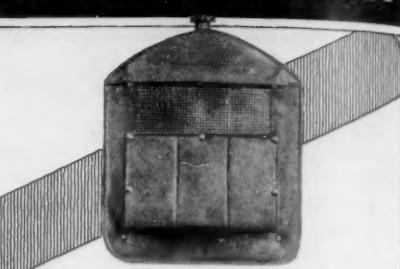
Volunteer Plan Popular

The two "Honor Days" set aside by Honolulu is a phase of the "volunteer plan"—the plan which has proved successful in a large number of communities. It might well be called the "Rotary Plan," since it is reported on good authority that the scheme was conceived by a member of a Rotary club and first put across largely thru the efforts of a local Rotary club during the Third Liberty Loan campaign. Statistics show that the average-size city using this plan has about seventy thousand population. However, it has proved successful in cities as small as 10,000 and as large as 100,000. Its three general features are:

First—Preliminary organization work;
Second—Educational or publicity campaign;
Third—The actual securing of the volunteer subscriptions.

Briefly, the general outline of the plan con-

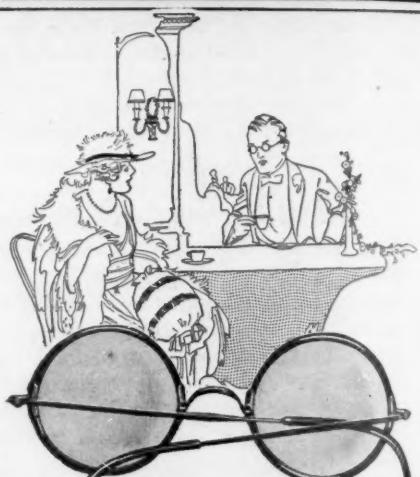
The ALLEN RADIATOR COVER



The demand for ALLEN RADIATOR COVERS is constantly increasing because this cover is the *only* positive protection from freezing. Handsomely designed and finished. Made of fabric leather with moleskin back.

ALLEN AUTO SPECIALTY CO.
16 W. 61st St., New York
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No Freezing



Shelltex Rimmed

Shur-on EYEGLASSES AND SPECTACLES

WHY not make sure of getting what you want in glasses—highest quality and correct style, at the right price—by insisting on Shur-ons? Look for the name Shur-on or Shelltex in the mounting.

Shelltex Temples

—the "bows" or side guards of spectacles—may be applied to either rimless or Shelltex-rimmed Shur-ons. Famous for their light weight and comfort. Ask your dealer.



*Shur-on goods made only by E. KIRSTEN SONS CO.
257 Andrew St., Rochester, N.Y.
Makers of rimmed and rimless Shur-on eye-glasses and spectacles. Established 1864.*

Lincoln and Herndon

By Joseph Fort Newton

An illuminating account of the great emancipator. Reduced price, \$2.00 delivered.

THE TORCH PRESS

Cedar Rapids, Iowa

sists in first securing a list of all the subscribers to previous loans and the establishing of a quota for each one. If such lists are not available thru failure to keep records, the tax returns are referred to, or, as was the case in some cities, the lists of gas and light consumers are secured and used as a master list from which to work.

The quotas are established by a committee appointed for that purpose and are based upon the earning power and net worth of the individual. These committees are usually composed of bankers or other prominent citizens carefully chosen for this responsible work.

System of Allotment

The names of all individuals and corporations whose quotas can be determined on a basis of income and credit are checked over. In instances where income alone is considered tables can readily be compiled showing the different quotas. These tables are then given the widest publicity so that each one knows exactly what amount he is expected to give during the time set aside in which to volunteer. An average table based on income is as follows:

<i>Wages Per Week</i>	<i>Bonds</i>
\$8.00 to \$13.50.....	\$ 50.00
13.50 to 25.50.....	100.00
25.50 to 35.50.....	150.00
35.50 to 45.50.....	200.00
45.50 to 50.00.....	250.00
50.00 to 75.00.....	15% total yearly earnings
75.00 to 100.00.....	20% total yearly earnings

It takes much intensive work on the part of such committees preliminary to the openings of the campaign. There are many individual problems which have to be settled and wherever possible these are taken up immediately with the individual and disposed of at once so far as possible.

For instance, the executive committee may decide that to raise the quota which has been allotted its community, it is necessary to establish 3 per cent of the total tax valuation as a basis for subscriptions, omitting, of course, local railroads, public utilities, and taxable church properties.

Then begin to crop up the cases which need attention. It is found that a tax payer, while making a return on perhaps \$25,000 worth of property, may owe \$10,000 on it, in which case 3 per cent on the \$25,000 would obviously be unfair. A man may return \$1,000 taxable property and own \$50,000 worth of non-taxables. Also there are the tax dodgers who have to be reckoned with.

To take care of the individual cases local quota committees or "equalization committees," as they are sometimes called, are appointed in each ward, or in the townships and towns. It is their duty to establish a fair quota for each individual subscriber.

Subscriptions in Only One Place

After the individual quotas have been established, the next step is the securing of as much publicity as possible in order to educate the general public as to just what is expected of it on the opening days of the campaign—or on the "volunteer days." The quota table for those with incomes is given wide publicity so that each one knows how many bonds he is expected to buy.

Much space is given detailing the method that will be used by the people in making their volunteer subscriptions. In some cities, a promi-

MURAD
THE TURKISH CIGARETTE

If this advertisement were a mile square, jammed with words—
It wouldn't be—it couldn't be—half so convincing as smoking a Murad.

Judge for yourself—
Compare Murad with any 30 Cent Cigarette

REMEMBER—
There are no other like Murad.

Anargyros
Makers of the Highest Grade Turkish and Egyptian Cigarettes in the World

THE WONDERFUL STORY OF ROTARY PROGRESS

during the latter half of 1917 and the first six months of 1918
—is told complete in the

OFFICIAL PROCEEDINGS: NINTH ANNUAL ROTARY CONVENTION

A permanently bound volume containing over 600 pages of
Rotary literature — educational — patriotic — inspiring !

Some of the Contents: Proceedings of each day's session, including memorable addresses by President (1917-18) E. Leslie Pidgeon, Frank L. Mulholland, Ass't Sec'y of Agriculture Clarence Ousley, Governor William L. Harding of Iowa, Solicitor General Hugh Guthrie of Canada, Dean Donald A. MacRae of Dalhousie University, Canada.

Complete lists of Rotary club delegates and alternates; proceedings of Round Table of Rotary Club Secretaries; committee reports; convention resolutions.

Reports of Special Assemblies: Rotary and the Chamber of Commerce; Universal Military Training; The Employee and the Rotary Employer; Work Among Boys; War Chests; Rotary Club Programs by the Year; The Rotary Emblem; Subdividing Classifications; Proposed New Constitution for Rotary.

Reports of the Vocational Sections.

A limited edition has been printed; requests filled in the order of their receipt.

International Association of Rotary Clubs,
910 S. Michigan Ave., Chicago, U. S. A.

Enclosed find check for \$2.00 for one copy of Kansas City Convention Proceedings to be sent prepaid to

Name

Street and No.

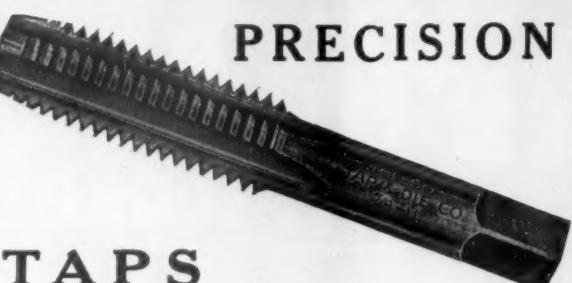
State or Province

City

**THE BEST TAPS
IN THE WORLD**
are made in Toledo

Toledo Tap & Die Co.
Toledo, Ohio

R. L. ELLERY, President, Rotarian



IS YOUR HAIR WORTH TWO DOLLARS?

Then use HAR-ZON-TITE.

ARE YOU LOSING IT? IS IT LIFELESS?

Use HAR-ZON-TITE and save it.

HAVE YOU ANY DANDRUFF?

Eradicate it immediately by the HAR-ZON-TITE treatment.

HAR-ZON-TITE is radically different from anything else. It has been used with remarkable success in a Physician's practice since 1903 and is really a wonderful preparation which will produce almost immediate results. Hence we sell it with an absolute guarantee of money back unless it gives perfect satisfaction, and we know no stronger method of expressing our absolute faith in HAR-ZON-TITE.

Delivered to you prepaid for two dollars. In ordering mention name of your Druggist and whether Rotarian or not.

If you are skeptical send card for convincing copy-righted booklet "Five Minutes of Hair Sense." It is unique, easy reading and gives you valuable information. Still, why waste time when you can try HAR-ZON-TITE at our risk?

The Carleton Company

170 Summer Street
BOSTON, MASS.

Dr. F. B. Carleton, Rotarian

"To KEEP THEM BOTH EXACTLY RIGHT,
TREAT HAIR AND SCALP WITH HAR-ZON-TITE"

**Here's What All
Live Druggists Use!**

Myer's Patent Tin Boxes—"The Label Sticks—It's Part of the Box"—the ointment boxes that save time, trouble and money. Easier, quicker and safer to handle; sell your goods more readily; look neater; please customers more. Made in $\frac{1}{2}$ oz. to 16 oz. sizes. Gilt, Lacquered or Plain. Sold by all Wholesale Drug and Sundry Houses. Ask for them! Made by

MYERS MANUFACTURING COMPANY
of CAMDEN, NEW JERSEY
Rotarian John H. Booth, President



The Material Of A Million Uses

Waste Baskets, clothes hampers, tote boxes, roving cans, trucks, suit and sample cases, trunks, cap visors, shoehorns—the list seems endless—all made of VUL-COT Fibre.

VUL-COT Fibre

(A higher development of Vulcanized Cotton Fibre)

is used extensively for machine parts and for insulation. It can be cut, tapped, threaded, sawed, drilled and turned to an accuracy of 5/1000 of an inch.

VUL-COT FIBRE is hard, tough, long wearing and economical. Sold in sheets, rods, tubes, and bars, or machined to specifications.

Samples and full particulars upon request. Write today.

American Vulcanized Fibre Co.
524 Equitable Bldg. Wilmington, Delaware



Any Retailer

can multiply his profits by adding to his regular line the agency for the high-grade

**OHIO-TUEC
ELECTRIC CLEANER**

One dealer sold 1100 in one year.

Write for our interesting proposition

**The United Electric
Co. Canton, Ohio**



nent hotel is "commandeered"—or, where a city is so fortunate as to have a coliseum, this is utilized. Here the subscriptions are voluntarily made. Booths are installed, one for each letter of the alphabet, and the lists of prospects divided alphabetically.

In one city which followed this particular phase of the volunteer plan, a committee of four and a stenographer were assigned to each booth. One man had charge of the list of names for his booth and the other three acted as salesmen accepting the subscriptions over the counter.

For instance, when John Brown appeared he was met at the door by a member of the "Committee on Information" and referred to booth "B," where he applied, giving his name. The collector in charge of the list advised him of the amount of the allotment for which he was expected to subscribe and make an initial payment of at least 10 per cent of his subscription. In this city all banks were closed on "volunteer day" and subscriptions could only be made at the coliseum.

Naturally, there were many who thought their allotments were too high. A committee had been appointed which was in continuous session, and which past upon all these cases. Where allotments were too high, it was the duty of this committee to adjust them fairly and equitably. The salesmen at the booths were given special instructions not to discuss with any subscriber the fairness of his allotment but to refer him immediately to the committee or "board of adjustment" as it was called.

There are two other methods used for obtaining the subscriptions. One is the utilization of the precinct voting-booths which are opened on "volunteer day" as Liberty Loan polling places. The other is the solicitation plan wherein each prospective subscriber has been notified beforehand (sometimes this is done by mail) as to the amount of his allotment and then later solicitors make a house-to-house canvass, not to solicit subscriptions but to accept volunteer purchases.

Special Insignia for Volunteers

Another factor of no little value in the successful operation of this plan is the choosing of a suitable button or badge which will distinguish the "volunteer" from the non-volunteer. A button with a large "V" printed thereon is sometimes used, and again they may be more explicit, containing phrases such as "I Am a Volunteer" or "I Have My Share."

In one city of 14,000 population the preliminary publicity featured the fact that motion-pictures would be taken on volunteer day. One of the principal hotels had been chosen as the polling place. The doors were opened at exactly 11:00 a.m. Hours before that time lines of people had formed before the entrances. At 11:30 a.m.—exactly one-half hour after the doors were thrown open—the tellers were able to announce that over a million and a quarter had been subscribed, more than \$75,000 over the quota.

An unusual variation of the volunteer plan came to light in a western city of approximately 27,000 population. Here the quotas or allotments were established beforehand for all prospective subscribers but they were not advised as to the amount expected from each one. The result was that the number who exceeded their allotments was considerably more than the number of those who fell below. Those who fell below their established quotas were handled by an "adjustment committee."

As was the case in every community, many

peculiar—and oftentimes amusing—incidents were brought to light. A mother with two sons in overseas service had been allotted, after some hesitancy on the part of the committee, a quota of fifty dollars. However, she appeared at headquarters and voluntarily subscribed five hundred dollars. An aged washerwoman became offended when advised that she had been allotted no quota and made an initial payment on a fifty-dollar bond. A man having assets valued at two hundred thousand dollars subscribed only for a fifty-dollar bond. A little persuasion on the part of the "adjustment committee" increased it to a thousand dollars.

Contests Among Workers

The spirit of rivalry is injected into many Liberty Loan campaigns. Workers are organized into teams, which, in many respects, follow the military organization plan. The desire of each team to reach its quota first, acts as a stimulant to every loan worker to put on more steam to help his team win.

One county in the state of Ohio, having a population of 460,000, was divided into twenty-six districts. Each district was to be canvassed by one of a like number of teams. Each district was designated by one letter of the alphabet and each team was designated by a letter corresponding to its respective district. A specific quota was allotted to each team. Then the districts were subdivided into smaller divisions, each one under the supervision of captains, the number of captains varying according to the size of the district.

A printed list was given each captain containing the name of every prospective subscriber residing in his territory, together with the address and the amount subscribed to the preceding loan.

Prior to the opening of the campaign the captains organized their groups of workers, appointing lieutenants to assist them.

A filled-in form letter was sent to each citizen advising him that he would be called upon by So-and-So for his subscription to the Fourth Liberty Loan and in the meantime for him to think the matter over as to just what amount he felt he would be able to subscribe. The people were thus prepared in advance and much time was saved by the solicitors not having to discuss with any subscriber the size of his subscription.

The big publicity feature of the campaign was connected up very closely with the details of the canvass.

House-to-House Canvass

The county seat of this Ohio county is one of the large cities of the state with a population of approximately 360,000. In Fountain Square—the center of the business district—was erected a large sign showing twenty-six soldiers in the trenches, each one with gun in hand and in the attitude of going "over the top." Each soldier was designated by a letter of the alphabet thus representing one of the twenty-six teams. The name of the particular section of the city or county comprising each of the twenty-six districts was designated just above each soldier. To the side of the figure of each soldier was given the various quotas for the respective teams; likewise the percentages of collections were posted from time to time. In front of the sign could always be seen a large number of people watching the progress of the campaign and each one "rooting" for his home district.

The house-to-house canvass accomplisht by a

ward and precinct organization has been recommended by the Fourth Federal Reserve District for adoption by other cities. This recommendation followed as a result of successful campaigns put on during the Third and Fourth Liberty Loans by one of the large cities of the Fourth District. This city of 200,000 population received two honor flags—one after the Third Loan and one after the Fourth Loan—for being the first metropolitan city to reach its quota.

In the Fourth Loan the quota was set at \$91,000,000, which was raised in a little less than four days—with a total of 90,000 subscribers. It was all accomplisht by intensive work on the part of 6,000 men workers who made a house-to-house canvass. Everyone was compelled to purchase bonds from their homes. No subscriptions could be made by citizens either at their

places of business or at their banks. The salesmen carried lists made up from cards on which every prospective subscriber was rated.

The Fourth Liberty Loan executive committee of a Florida county of about 80,000 population, half of which population makes up the county seat, hit upon the happy name of "Liberty Loan Legion" for their workers who were selected to make the house-to-house canvass.

The first step taken by the executive committee to form a working organization was the appointment of all the bankers of the city and thruout the county as "vice-chairmen" of the drive.

A carefully prepared original letter was addressed to each banker vice-chairman inviting him to propose the names of twenty men connected in some capacity with his bank. Only those men



Where Woman's Service Looms Large

War gave woman her supreme and glorious opportunity to enlarge her field of service. She won her share of the laurels for patriotic achievement.

With exalted aim and unflagging zeal she figured in practically every activity that made for victory and the relief of distress. She plied the needles that fashioned comforts for our soldiers. She ministered to the wounded. She labored unceasingly in canteen work.

She has kept the wheels of industry going; tilling the soil; bending over

bench and lathe. In counting house and chemical laboratory she has loaned her brains to the cause.

In telephone service, also, a host of capable, loyal daughters of America still find expression for their ambition and ability. These girls are privileged to play an indispensable part in the nation's welfare. They have in their keeping the myriad avenues of telephone communication through which the nation's industry is guided.

The Bell System invites enlistment among its ranks of loyal operators.



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While my Offterdinger Specials are widely conceded the equal of cigars costing double, we have for the man who is accustomed to smoking higher priced cigars a wide range of brands sure to include a selection which will meet the most fastidious and exacting requirements at prices varying with the choice.

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were to be recommended who could render valuable service in the campaign. This gave the executive committee a working force of one hundred and twenty men, exclusive of the vice-chairmen.

A card index was compiled of every prospective subscriber able to purchase five hundred dollars or more in bonds. After these cards were properly filled in with the necessary data, each vice-chairman then selected the cards of those prospective subscribers whose names were on the books of his own bank.

Liberty Loan Legion at Work

The personnel of the Liberty Loan Legion was as follows: First, there were the vice-chairmen who composed what was called the "Board of Strategy." Then there were five brigadier-generals, five adjutants, fifteen captains, fifteen lieutenants, and one hundred and eighty men. The military titles had been conferred on the civilian workers to further carry out the idea of an army organization. "Officers" and men were divided into five divisions, each one composed of a brigadier general, an adjutant, three captains, three lieutenants, and thirty-six men.

The "Board of Strategy" and the forty-four men of each division formed a special soliciting committee. The vice-chairmen or members of the "Board of Strategy," after selecting their cards of prospective purchasers, delivered them to the brigadier generals with first-hand information as to the bond-buying possibilities of each citizen. The brigadier generals in turn divided the cards among the other officers, who were then given alphabetical lists of cards which they were to solicit—copies of which were kept by the members of the "Board of Strategy."

The actual campaign of solicitation was divided into two periods. The first period was of five days' duration and during this time workers comprising the different divisions solicited everyone whose name was contained in the card index of prospective purchasers. At the end of the five days everyone whose name was contained in the card index as a five-hundred-dollar-or-more-prospect had been approached.

During the ensuing three days the brigadier generals sat as a Board to make a careful check and report on all cards distributed to them by the vice-chairmen. Any person not purchasing his pro-rata of bonds or declining to purchase for any reason was hailed up before the Board and steps taken to get such non-buyers into line. This follow-up had been completed by the end of the three days.

Now came the second period of solicitation—the actual drive of the Liberty Loan Legion. All workers were in harness. The city had been divided into five large zones. At a meeting of the brigadier generals there was a secret drawing of officers and zones; likewise names of the different divisions were drawn-American, French, British, Italian, and Belgian.

Each large zone was subdivided into three smaller zones thus giving each brigadier general three small divisions within his large zone, which was to be canvassed by a captain, a lieutenant, and twelve men (three captains, three lieutenants, and thirty-six men had previously been appointed for each division).

Each brigadier general and his adjutant directed the drive of their subordinate officers and the entire campaign moved along smoothly without the least hitch anywhere. This was due in large measure to the thorough preparation given the workers, largely accomplished by a school of instruction

held each night—one session for the workers of each division. Here all details connected with the drive and with each division's territory were thoroly discuss.

"One-Thousand-Dollar Club"

The influenza epidemic which hit the United States about the time of the opening of the Fourth Liberty Loan played havoc with the carefully arranged plans of many communities. In a large number of cities the ban was placed on all large meetings at the eleventh hour. Even in some places the epidemic became so serious that even public parades were not allowed by the health authorities.

One city in the East (where the situation was most acute) had been allotted a quota of \$6,000,000 and the end of the first week of the campaign found the community with less than \$2,000,000 raised. The idea of the "One-Thousand-Dollar Club" was then conceived.

Theoretically, the plan was based on the average citizen's desire to help "save the day" no matter what the emergency. Practically, the plan worked fine. Each citizen making a thousand-dollar subscription would help carry the loan "over the top" in his city and would be eligible for the "One-Thousand-Dollar Club."

A complete list of names of members of this organization was published in the papers from day to day. The printing of these lists was accompanied by intensive publicity to stimulate contributions. A woman's auxiliary division of the "One-Thousand-Dollar Club" was formed which alone netted 500 per cent more subscriptions than was considered possible by the chairman of the general committee.

Three classes were eligible for membership in the "One-Thousand-Dollar Club." First, those who subscribed for \$1,000 or more; second, those who had already subscribed less than that figure, but who increased their subscriptions to \$1,000; third, those who had already subscribed at least \$1,000 to the Fourth Loan before the new plan was inaugurated. The final result of the drive in this community was an oversubscription of nearly 20 per cent.

Ready for Fifth Loan

As this article is being written the date has not yet been announced for the Victory Liberty Loan. However, when it does come, the United States will certainly find the people prepared to respond. The First Liberty Loan developed many surprises.

Size	Dimensions	Price
Site B	3 in. x 5 in. (4 coupons to the page)	75c per doz.
Site A	3 1/2 in. x 7 in. (6 coupons to the page)	\$1.00 per doz.
Site L	2 3/4 in. x 3 3/4 in. (8 coupons to the page)	70c per doz.
Name in gold on cover, 25c extra.		
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ing—and successful—methods which had been adopted in different communities for raising the local allotments. Likewise, each succeeding loan helped not only to settle the problems which arose out of preceding loans but it, in turn, thru the aggressiveness of local loan officials, develop many other successful plans.

The people are ready to respond; it only remains for the local committees to tighten up their belts by perfecting their local organization so that the public is given ample opportunity to put the finishing touch on the greatest series of financial undertakings that the nations of the world have ever witness.

(R)
Leisure is one of the non-essential employments in which some workmen indulge.

To Spoil Nobody's Fun

I hope that I may drop no drop of bitter into any man's bowl of joy.

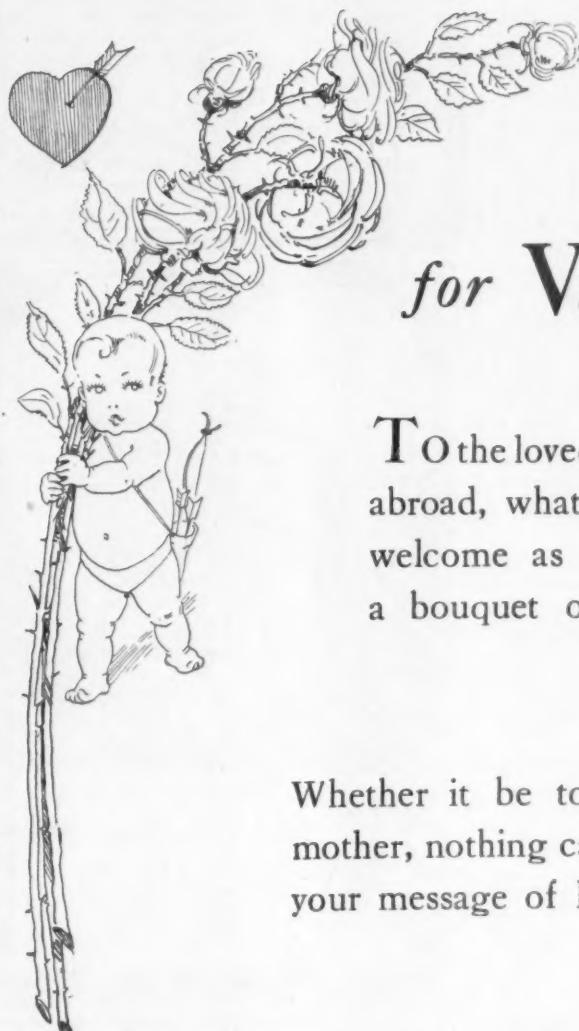
I hope that little children will feel that they can go the limit with their good spirits in my presence, that old men may expect no smile of derision from me upon their whimsicalities.

I wish to stifle no human hope, nor to drag down upon the leaping-up of any human heart.

May I find gladness in other men's happiness, tho it come of idiosyncrasy; may I narrow no smile, nor drive back the light in any eye. May I sympathize with all glows, feed all fires.—*Manchester Rotary Life.*

(R)
The man who looks upon friends as a convenience will soon lose them.

Send Flowers for Valentines



To the loved ones at home and abroad, what would be more welcome as a valentine than a bouquet of fresh fragrant

Flowers?

Whether it be to sweetheart, wife or mother, nothing can so faithfully convey your message of love and friendship as

Flowers

No matter where you want flowers sent just see, phone or write your local Rotary Florist and he will be pleased to take care of you.

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THE ROTARIAN

Open Forum

(Continued from page 70)

propriate memorial to establish? There is no good reason why a memorial may not be established that will serve as a real community asset, indeed a living memorial. Nothing could be more useful and appropriate than a Memorial Playground for the benefit of the returned soldiers and sailors, as well as civilian adults and children. This utility feature would also add to, rather than detract from, the homage to the dead.

The plan could have a wide range of development, depending upon local conditions. To the writer's mind an ideal arrangement would be the establishment of a complete recreation plant for the use of people of all ages, and including a children's playground, athletic field, swimming pool, and community house. The entire ground might be enclosed by an attractive fence or hedge and beautified by the landscape architect with flowers, shrubs and trees. The plan would not be complete without an appropriate gateway with tablet.

Small communities may readily adapt their plans to meet local conditions. In all cases provision should be made for permanent maintenance and supervision of grounds and buildings. In many cases, no doubt, the cooperation of local park authorities might be secured in obtaining the greatest benefits and pleasure from this Memorial Playground.

It is needless to extol the merits of community recreation centers. The physical, social, and civic needs of all communities are now well known, and during the present period of reconstruction it is especially necessary that these community needs be met. America has been known as the "Melting Pot", but unfortunately the fusion of all our divergent elements and nationalities has not been as complete as might be wished. These centers would be, therefore, an invaluable factor in the problems of Americanization and will pay large community dividends.

—O. W. Douglas, Anderson, Indiana.

Plea for One Simple Creed

THERE never has been a time since the dawn of the Christian era when the hearts and thoughts of men have been as pliable as now. Our community work and the struggles of the last four horrible years have drawn us close together in harmony, self-sacrifice and service. Millions of men of all races, colors and creeds have fought and bled and died side by side for the great cause of liberty, justice, humanity, and peace, with no thought of these differences.

Our whole Christian faith and present civilization was founded on one cross borne by the lowly Nazarene—Jesus—nineteen hundred years ago. Each brave soldier who fought and died in fearful mental and physical agony during the war just finished has truly borne his cross in the same cause. Is it to be in vain?

Much bitter strife and many cruel, unjust wars have been caused thru religious differences of creed and doctrine. Now that our rulers and the strong men of the nations are about to meet in conference to arrange a lasting peace, is it not a fitting time for the leaders of our churches to gather around a peace table and, with open Bible, iron out their differences, bringing forth a simple creed acceptable to all. If they will meet and exercise that charity towards themselves which they profess to admire in others,

the Golden Rule will prevail and the task will be an easy one.

The need is great, as is shown by the numerous religious sects of to-day, all broken away from the parent bodies, proving discontent and dissatisfaction, and only rendering the situation more difficult.

No body of men are better fitted to call upon the churches for action than Rotarians, whose motto is "SERVICE" and principle "SINCERITY." Will you help to bring about this greater peace.
—Geo. C. Martin, Rotary Club of Hamilton, Ont.

Easing Up a Bit

"If profanity will help win the war, I'm for it," declared a noted American preacher in the thick of the cussword barrage about Chateau-Thierry last summer. Reinforced by that expert clerical opinion, all the doughboys within hearing proceeded to trace more accurately and vociferously than ever before the alleged ancestry of the ex-Kaiser.

They kept it up, to be exact, right thru the forenoon of the 11th of November. And the chaplains who overheard them simply smiled benignantly—when they did not join in themselves.

But the war may now safely be declared won. It will be the job of the historians of the future to decide what part the concentrated cussing of the 22 Allied nations played in the winning of it. It is our job, now, to take a little thought of preparing ourselves for our more or less distant return to English-speaking civilization.

Whatever else may be said of it, no one can call *The Stars and Stripes* a prude or a stickler for old maid diction on the part of fighting men. But *The Stars and Stripes* shudders to think of Dad being affectionately address as "You — old — — —!" by his beloved son home from the war. Or of the dire consequences if Little Brother should attempt to repeat lispingly his Hero's animadversions on the subject of Army slum.

What do you say that we all, including the staff of *The Stars and Stripes*, try to ease up a bit? How about cutting down our profanity output at the rate of one damn a day?—Reprinted from "*The Stars and Stripes*."

(R)

Labor's Place in World

ONE of the biggest and best results of this war has been the impression indelibly made upon all the world of the fact of the equality, democracy and brotherhood of the human race.

The coming together on an equal footing of upwards of 5,000,000 men of all classes and creeds and races under one national banner—the glorious Stars and Stripes—has been the most wonderful revelation of the common brotherhood of man in all history; and the spirit that permeated the American army has been the marvel of all the nations. The whole thing has awakened us to our power and ability; has surprised us and astounded our enemies; and stood us at the head and front of the nations of the world—respected, admired and loved.

Now, how are we going to accept this position of leadership? How are we going to deserve it? Are we to revert to the old class lines that existed before the war? Are we going to damn foreigners, turn up our noses at the ignorant, establish ex-



Low-Cost Hauling

A MOTOR TRUCK represents an investment in hauling equipment. The truck that does the work year in and year out at the lowest cost proves to be the best investment. Ask any owner of an International Motor Truck and he will tell you the International cuts the cost of hauling down to the lowest practical point.

International first cost is low because of quantity production. Quality is maintained at a high standard because every important part of the truck is manufactured and each truck is assembled in one great factory under centralized supervision. Every lot of material of every kind is subjected to the most rigid tests, and unless it passes those tests it is discarded. No inferior material or workmanship gets into

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These things are done because the International Harvester organization is building not alone for the present but for the future. Some day you will buy a motor truck. If you are the kind of a man who is not satisfied with anything but the most economical truck for hauling and delivery work, drop us a line. The more you know about motor trucks, the quicker we can convince you that the International is a mighty good truck to own. There is a style and size to meet almost every hauling requirement.

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clusive neighborhoods, perpetuate slum sections and maintain the chasm between capital and labor?

Do we want Bolshevism to break loose here?

If we don't, then let us be forearmed by doing the reasonable, sensible thing—the only thing to avoid it.

During the war we had a very high opinion of labor. We put labor on a pedestal—and rightly so.

We learned that the lowliest of the toilers were absolutely essential to the winning of the war. We cheered on the shipbuilders, the munition workers, the coal miners, even the wharf rats, and told them they were as great patriots as the men on the firing line.

It seems to me that it will be the acme of wisdom for the manufacturers and other business men of this country—all employers of labor—to continue to regard labor just as we have regarded it thru the perilous period of the war, as absolutely essential to civilization, as the first essential in fact.

I know a great deal about your troubles with labor, I know something of seemingly excessive demands, but there is a great big principle involved in the fight of labor for a place in the sun and we've got to recognize this principle in peace as well as in war and concede, without contest or bitterness, labor's full share in its produce if we are to avoid more war and financial, industrial and social chaos.

I hope that we in the United States are going to follow up our great success in the war, the purpose of which was to establish justice and human freedom throughout the world, by establishing here a degree of industrial and social freedom that will make the war worth while.

I am optimistic as to the future. There is nothing to fear in this country, except stupidity and selfishness.

It is a great period in which to be living, and the greatest times of all are just ahead, the grandest of opportunities are opening up, brought about by the war, and that is one reason why I feel more or less satisfied that we have made the great sacrifices we have.

The loss of life, hardships, the money lost—all will be compensated for if higher ideals and more universal justice are established permanently in the world.

—Theodore S. Fettinger in an address before the Rotary Club of Elizabeth, N. J.

The Victory

NOW Peace again in shining wings
A bleeding world enfolds;
And Liberty in every land
Her gracious scepter holds.

Grave duties freight the passing hour
For those who wield directing power.
The duty ours, in sober thought,
To hold the gift—so dearly bought—
So men shall not have died in vain
Freedom for a world to gain.
The victory won by blood and tears
Must live and shine thru all the years,—
A vital triumph for the right.
To win is only half the fight.

—Clyde Beecher Johnson, Rotary Club of Charleston, W. Va.

